

SAN FRANCISCO HISTORY ROOM



SAN FRANCISCO
PUBLIC LIBRARY

368.05

C631

1896

REFERENCE BOOK

Not to be taken from the Library





Digitized by the Internet Archive
in 2010 with funding from
San Francisco Public Library

Coast Review Supplement, Jan'y, 1896

TABULAR STATEMENT

— OF —

Pacific Coast Fire Insurance Business

FOR THE YEAR ENDING DECEMBER 31, 1895.

NAME OF COMPANY.	LOCATION.	SECRETARIES AND AGENTS.	CALIFORNIA BUSINESS.				TOTAL PACIFIC COAST BUSINESS.			
			RISKS WRITTEN.	PREMIUMS RECEIVED.	LOSSES PAID.	RATIO LOSSES TO PREMIUMS.	RISKS WRITTEN.	PREMIUMS RECEIVED.	LOSSES PAID.	RATIO LOSSES TO PREMIUMS.
CALIFORNIA COMPANIES.										
Fireman's Fund	San Francisco.	SECRETARIES. Bernard Paymonville	\$2,146,745	\$775,339	\$124,811	45.7	\$6,785,245	\$3,521,296	\$11,664	39.6
Firemen's Mutual	San Francisco.	Stephen D. Yen.	8,965,128	125,449	71,178	54.9	12,244,097	296,019	114,418	55.5
(Total.)			\$3,513,873	\$307,479	\$144,699	54.0	\$49,066,744	\$740,859	\$146,487	46.8
OTHER STATE COMPANIES.										
ETNA	Hartford	AGENTS. MANAGER. Geo. C. Boardman	\$9,667,079	\$140,392	\$79,043	56.2	\$16,507,469	\$66,664	\$123,044	46.8
American	Newark	Geo. W. Spencer	2,277,534	28,666	20,586	71.1	5,068,588	47,498	27,736	57.9
American Central	St. Louis	Chas. Christensen	1,458,669	53,819	22,271	86.2	5,511,248	47,012	39,679	82.8
American	Philadelphia	Brown, Craig & Co.	2,275,908	18,299	73,203	66.3	4,807,613	86,714	43,824	38.965
Broadway	New York		631,536	11,366	12,147	108.4	631,536	11,366	12,147	108.4
Continental	Hartford	Robert Dickson	3,049,275	40,766	28,037	79.7	5,812,600	66,021	53,241	58.4
*Fire Association	New York	W. S. Doyal	4,122,353	72,469	69,443	83.1	4,122,353	72,469	69,443	83.1
Firemen's	Philadelphia	J. M. Heck	4,666,110	52,254	29,085	55.1	5,526,684	86,283	59,661	55.8
Franklin	Baltimore	Cesar Berthou	2,968,882	8,266	4,097	107.4	666,488	12,302	4,107	33.4
	Ed. E. Foster		441,597	11,719	48,379	109.9	691,178	47,068	27,009	90.9
German-American.	New York	Geo. H. Tyson	8,241,087	103,669	47,393	43.7	11,047,282	186,656	77,062	42.7
Globe	New York	E. W. Van Slyke	6,600,000	21,000	13,011	107.5	66,880	166	14,444	107.5
General	New York	Thos. C. Grant	1,666,466	16,166	4,444	77.8	2,244,344	34,644	8,666	51.8
Hartford	New York	Cesar Berthou	2,822,626	37,746	38,287	81.8	5,408,344	29,719	24,661	68.155
Hemp and Phoenix	Hartford	H. K. Bolden	16,710,213	108,714	72,199	42.8	24,807,544	378,891	141,651	37.6
Ins. Co. of North America	Philadelphia	James D. Mott	46,008,674	968,234	1,700,339	49.4	54,279,994	575,437	434,080	49.4
Milwaukee Mercantile	Milwaukee	L. L. Drownell	6,102,666	75,152	45,060	69.1	1,511,299	24,612	78,991	54.4
National	Hartford	Wm. J. Dutton	881,889	14,899	7,472	55.9	1,008,653	46,433	18,391	39.1
Northwestern	Hartford	Geo. W. Turner	1,804,752	52,446	44,769	89.5	2,851,425	66,211	27,933	49.8
Orient	Hartford	W. J. Callingham	1,335,700	22,725	15,116	66.4	9,114,619	29,667	18,779	72.5
Phoenix	Broadway	Brown, Craig & Co.	5,979,167	128,119	107,009	67.7	9,114,619	29,667	18,779	72.5
Providence Washington	Providence, R. I.	Butler & Haldan	69,913	47,836	12,884	128.1	1,361,418	28,017	47,361	51.2
Queen Ins. Co. of America	New York	Robert Dickson	3,662,277	56,648	36,338	69.6	5,614,057	92,489	45,304	48.9
Robt. F. H. Underwriters Ass'n	Providence	Wm. J. Dutton	1,699,914	19,914	16,999	105.9	5,717,995	39,995	43,361	51.2
Springfield	Springfield	Chas. Christensen	3,185,546	47,933	73,951	59.9	5,141,525	91,947	45,646	49.4
St. Paul	St. Paul, Minn.	Chas. Christensen	1,400,885	19,914	16,999	105.9	1,486,285	24,433	16,699	49.4
Union	United Frisco	Wm. J. Dutton	86,627	9,511	3,971	41.7	1,008,653	46,433	4,561	39.5
United	Philadelphia	Cesar Berthou	181,994	7,000	7,000	100.0	2,000	2,000	7,000	100.0
Weschester	New York	Ed. E. Foster	353,800	7,166	3,155	86.8	3,227,588	13,917	3,754	28.7
Wilmington	New York	D. A. Spencer	2,372,268	44,666	33,357	72.4	3,425,334	66,775	53,666	78.9
(Total.)			\$13,408,667	\$1,740,294	\$1,661,993	61.9	\$48,898,984	\$1,733,395	\$1,651,171	54.5
			\$166,999,486	\$1,740,294	\$1,757,617	59.7	\$37,995,126	\$1,676,686	\$1,686,112	57.9
FOREIGN COMPANIES.										
Anden & Munich	AXA la Chapelle	Yves Conrad & Co.	\$ 3,114,495	\$ 39,696	\$ 29,671	34.2	\$ 8,309,496	\$ 86,121	\$ 22,923	27.5
Allianz	London	N. T. James	5,759,355	81,599	56,613	96.4	7,796,994	134,423	70,691	57.3
Alta	London	Frank J. Dettin	7,616,774	53,395	45,611	94.5	16,999,993	31,997	89,995	89.996
Baile	Basle	Sy & Co.	4,999,663	7,993	3,405	47.3	4,997,284	8,665	5,277	66.1
Brit. Am. C.	Toronto	H. K. Grant & Co.	1,250,000	4,993	4,297	95.3	2,999,911	3,999	3,001	29.9
Caledonian	Edinburgh	Geo. W. Spencer	5,614,000	77,997	41,000	57.4	5,503,501	18,337	61,664	46.3
Hamburg-Bremen	Hamburg	Radolph Herold, Jr.	7,281,065	99,632	38,576	78.4	11,608,053	173,417	74,693	43.1
Imperial	London	Wm. J. Landers	3,774,653	53,618	41,693	78.4	8,107,084	131,543	59,991	44.7
Lombard	Marseilles	Muen & Wilson	9,879,135	198,239	37,511	66.4	16,942,997	192,289	74,495	39.1
Liverpool & London & Globe	Liverpool	Chas. F. Grant	7,786,621	43,444	62,349	104.4	6,653,916	108,248	41,446	38.5
London and Northern	London	Chas. D. Haven	20,875,512	179,943	103,440	63.4	27,721,114	200,312	135,044	51.6
London & Lancashire	Liverpool	Wm. Mandall	5,969,910	78,841	69,534	79.0	7,991,666	134,832	100,392	81.6
Magdeburg	Germany	Butler & Haldan	15,174,511	29,676	79,534	98.5	16,999,344	299,312	166,661	114.9
Manchester	Manchester	Hugh Craig	2,614,253	54,611	39,869	72.9	9,824,344	111,273	51,943	48.8
*New Zealand	Auckland	Geo. W. Spencer	7,446,116	91,919	55,005	55.0	8,447,447	102,347	79,238	78.6
North German Fire	Hamburg	Walter Speyer	5,466,239	77,915	39,193	66.4	7,999,993	134,832	54,712	44.6
Phenix	Manchester	Chas. A. Landon	8,241,297	156,241	130,911	84.9	9,809,992	360,245	211,667	59.6
*Prudential	Dublin	Butler, Donnell & Co.	9,900,349	158,297	130,911	84.9	9,809,992	360,245	211,667	59.6
Prudential	London	Butler & Haldan	6,296,635	78,741	41,868	55.7	9,461,068	141,281	79,866	59.1
*Prudential	Stettin	Cesar Berthou	2,183,037	41,871	46,408	119.9	3,008,053	59,665	68,917	114.9
Royal and Norwich Union	England	Rolia V. Watt	14,032,266	181,570	128,821	61.4	24,299,778	340,438	214,566	61.9
Royal Exchange	London	Robert Dickson	7,179,928	97,766	51,973	54.7	11,666,134	156,668	76,440	48.7
Scottish Union & National	Edinburgh	W. J. Callingham	4,329,992	64,599	33,684	54.2	8,992,843	163,221	85,009	59.2
Swiss	Geneva	Brown, Craig & Co.	3,728,600	39,893	24,944	74.4	3,008,295	20,665	24,669	53.8
Thames Valley Fire	Hartford	W. C. Grant	1,659,200	18,655	14,666	84.0	2,102,546	132,760	88,861	72.5
Western Assurance	Hartford	Cesar Berthou	4,470,269	44,273	32,496	72.1	6,643,114	107,413	38,669	52.9
(Total Foreign.)			\$10,251,289	\$1,317,978	\$1,524,954	61.3	\$19,561,400	\$1,679,237	\$1,653,993	54.2
			\$19,444,669	\$1,740,294	\$1,757,617	59.7	\$46,936,584	\$1,833,399	\$1,686,112	57.9
GRAND TOTALS for 1895.										
1884			277,816,000	6,327,666	3,919,671	66.6	\$49,066,744	\$740,859	\$146,487	46.8
1885			277,816,000	6,327,666	3,919,671	66.6	\$49,066,744	\$740,859	\$146,487	46.8
1886			2,777,466	7,007,466	2,777,466	28.4	59,945,265	5,000,000	2,777,466	36.9
1887			2,777,466	7,007,466	2,777,466	28.4	59,945,265	5,000,000	2,777,466	36.9
1888			6,666,666	6,666,666	6,666,666	100.0	6,666,666	6,666,666	6,666,666	100.0
1889			6,166,274	6,166,274	6,166,274	100.0	6,166,274	6,166,274	6,166,274	100.0
1890			6,007,041	6,007,041	6,007,041	100.0	6,007,041	6,007,041	6,007,041	100.0
1891			3,818,796	3,818,796	3,818,796	100.0	3,818,796	3,818,796	3,818,796	100.0
1892			3,728,274	3,728,274	3,728,274	100.0	3,728,274	3,728,274	3,728,274	100.0
1893			4,541,268	4,541,268	4,541,268	100.0	4,541,268	4,541,268	4,541,268	100.0
1894			4,848,198	4,848,198	4,848,198	100.0	4,848,198	4,848,198	4,848,198	100.0
1895			266,548,431	4,028,351	4,028,351	39.6	266,548,431	4,028,351	4,028,351	39.6
1896			3,818,796	3,818,796	3,818,796	100.0	3,818,796	3,818,796	3,818,796	100.0
1897			3,818,796	3,818,796	3,818,796	100.0	3,818,796	3,818,796	3,818,796	100.0
1898			3,818,796	3,818,796	3,818,796	100.0	3,818,796	3,818,796	3,818,796	100.0
1899			3,818,796	3,818,796	3,818,796	100.0	3,818,796	3,818,796	3,818,796	100.0
1900			3,818,796	3,818,796	3,818,796	100.0	3,818,796	3,818,796	3,818,796	100.0
1901			3,818,796	3,818,796	3,818,796	100.0	3,818,796	3,818,796	3,818,796	100.0
1902			3,818,796	3,818,796	3,818,796	100.0	3,818,796	3,818,796	3,818,796	100.0
1903			3,818,796	3,818,796	3,818,796	100.0	3,818,796	3,818,796	3,818,796	100.0
1904			3,818,796	3,818,796	3,818,796	100.0	3,818,796	3,818,796	3,818,796	100.0
1905			3,818,796	3,818,796	3,818,796	100.0	3,818,796	3,818,796	3,818,796	100.0
1906			3,818,796	3,818,796	3,818,796	100.0	3,818,796	3,818,796	3,818,796	100.0
1907			3,818,796	3,818,796	3,818,796	100.0	3,818,796	3,818,796	3,818,796	100.0
1908			3,818,796	3,818,796	3,818,796	100.0	3,818,796	3,818,796	3,8	

THE COAST REVIEW

A MONTHLY JOURNAL

Devoted to all kinds of Insurance that INSURES. Published on the Fifteenth of every Month.

* *
*

PER YEAR . . . \$3.00
PER COPY . . . 25 cts.

Postage added to Foreign Subscriptions.

J. G. EDWARDS, *Proprietor,*
Pacific Mutual Building, San Francisco.
Telephone No. 1530.

VOL. 50.

JANUARY, 1896.

NO. 1.

Order of Chosen Friends.

IT HAS "FALLEN DOWN"—A PECULIAR COMPROMISE WITH CREDITORS—AN INCREASING DEATH RATE AND A REDUCED MEMBERSHIP.

Death and desertion have brought this Indiana society to the verge of dissolution. A very few deaths in excess of the average caused a stampede of the members. January 1, 1889, the membership was 39,492, with a death cost of \$15.11 per \$1,000. Then the desertion began, the membership falling to 35,892 at the beginning of 1894, with a mortality cost of \$17 per \$1,000. Enthusiastic, perhaps desperate work, brought in nearly 2,000 new members in 1894, and the mortality cost was reduced 75 cents. This modest saving was not satisfactory. Indeed, it confirmed the suspicion that the order was burdened with more than its due proportion of impaired lives. With such an influx of "new blood," all carefully selected lives, the mortality cost should have been reduced dollars instead of cents per thousand. Without these 1,887 new members the order's condition would have been desperate indeed, and there could have been no doubt of its insolvency.

The Order of Chosen Friends was organized in 1879. So long as it increased rapidly in membership the order thrived, and boasted of its low cost. The warn-

ings of life insurance men, that the cost would increase with increasing age, and failure follow, were laughed at by the managers, and were unheeded by the members. But these warnings have been justified by the late experience and the present condition of the order. The managers are not laughing now, and the insurable members are giving heed to the warnings of men who have made life insurance a study. The law of mortality can not be trifled with.

DECLINE OF THE ORDER.

The annual figures of the Order of Chosen Friends in recent years have been as follows. To the mortality cost we have added \$3 per \$1,000 for lodge dues, etc., which are properly a part of the cost of the insurance:

Year Ending Dec. 31.	Certificates.	Cost per \$1,000
1884	22,737	\$10.95
1885	26,175	11.54
1886	29,271	13.70
1887	32,295	13.10
1888	37,699	14.27
1889	39,492	18.11
1890	39,074	17.90
1891	37,958	18.58
1892	37,644	18.53
1893	35,892	19.99
1894	37,779	19.24

It is too early in the year for 1895's figures, but the adoption of the "equali-

zation plan," and the recent pitiful cries for help, are strong evidence that the membership has again fallen off and that the mortality cost has increased to a most alarming degree.

Observe how the mortality cost has increased in spite of gains in membership. Generally, the mortality rate, under these favorable conditions, remains stationary, or is reduced for a time. The steadily advancing mortality of the Order of Chosen Friends suggests the acceptance of a large number of undesirable risks—either impaired or too old. The liabilities with which the order has loaded itself, therefore, can not be estimated by the insurance in force. The liabilities evidently include a disproportionate number of bad lives whose untimely deaths will force the order to meet a very heavy, a too heavy mortality cost.

PETITION FOR DISSOLUTION.

Rebellious members, dissatisfied with the new equalization plan which forces them to accept a lower insurance sum than the face of the certificate, brought suit for the dissolution of the society. The first decision was against the petitioners. The question of contract does not appear to have been involved. The order contracted to pay definite sums, and as long as any member is ready to perform his part of the contract the Friends society should be compelled to likewise perform its part. The *Chosen Friends*, the organ of the order, seems to fear this legal possibility. Speaking of the equalization law it says:

"It was enacted to govern all members of the order . . . No law of contract is involved . . . Membership and benefits are conditional . . . The members make the conditions through their representatives . . . We might add further that the member agreed to make up in work under the old plan what he failed to pay in cash, and assuming that there was a contract the member has failed to perform his part of it."

There undoubtedly was a contract, and it could be enforced in the courts if the Order of Chosen Friends had sufficient assets and any prospect of survival. Lit-

igation to enforce the contract, however, in the present condition of the order, would result in a disastrous explosion. The society would be wrecked.

THE OLD ORDER IS DEAD.

The old Order of Chosen Friends is virtually dead. The equalization plan is simply a form of reinsurance, with graded benefits in some degree in accordance with assessments previously paid. The advantages are with the recent entrants, for, regardless of previous payments, the initial credit is the same.

If the old Order of Chosen Friends be said to survive, then it is a repudiator; and when again confronted with too big a debt it will again devise a new form of repudiation and sugar-coat it with a sweet name like "equalization plan." The new plan is actually a clever reinsurance plan, whereby the fraternal insurance system escapes (for a time) the odium of failure and hopes to conceal the damning fact of repudiation of just obligations. The new order, promising less and charging as much, pretends to be the old Order of Chosen Friends. Talk about your presto change! Aladdin with his wonderful lamp was not a greater wonder-worker. In a night Aladdin built a magnificent palace—which disappeared in a night, too, if we remember the voracious Arabian chronicler correctly. In a day the managers of the Chosen Friends, with their wonderful ring in New York, changed the order's character so that it is unrecognizable, transferred all members, councils, councilors on its flying carpet, destroyed all old contracts and replaced them with reduced obligations, and then cast a hypnotic spell over all the members so that they believe it is the same order. And this structure, like Aladdin's, is of the stuff of which dreams are made, and will disappear in a night.

IT IS CERTAINLY REPUDIATION.

The new order, or the reorganized order, or the galvanized corpse, is assuming new obligations which in the end can not be met. The repudiation of a large percentage of the old obligations enables

the order to go along and defy the law of mortality yet awhile, but it will be confronted with the same menacing conditions again. At best, failure is only postponed. Those who die soon will cause the maturing of claims which without this equalization plan would never have been paid. So far, so good. But if the repudiation plan enables the Chosen Friends to add largely to its membership, it will also largely increase the number of uninsurable members and the amount of unpaid claims, and sorrow and misery therefrom, when the order finally goes to pieces. Failure is inevitable. An end must come to repudiation and compromises called euphemistically "equalization."

The new law went into effect October 15. Already the beneficiaries of deceased members who thought they were insured have been made to suffer by this infamous plan of so-called equalization. It is infamous because it is repudiation of a most sacred obligation. Supreme Councilor Morse writes, October 31:

"The new plan saves us \$20,000 the first month. We paid \$110,000 in claims during October."

Mr. Morse is delighted over the success of his plan of repudiation. \$20,000 taken from widows and orphans in one month pleases him mightily. So long as his salary stands let not justice be done if it needs be undone. At this rate of "saving," the order has saved \$60,000 in three months. With this record, and repudiation concealed under the fair-seeming word equalization, the managers, the salaried officers who hypocritically trade on pretended fraternity, are soliciting new business. They have the effrontery to ask old members to help bring in new victims, and placing a low estimate on their intelligence the managers proceed as if fully confident that the present members will go on paying assessments to a scheme which is confessedly insolvent.

THE EQUALIZATION PLAN.

The repudiation plan, which substitutes fractional certificates for the

original whole certificates, presents four grades, to-wit: A. \$250, B. \$500, C. \$1,000, D. \$1,500. The member selects his grade, and the order adds every dollar the member pays in assessments until the selected certificate represents twice the amount of its face. It is then fully paid, and no more assessments are collected on it. After seven years every certificate has a paid-up value, varying from half to all of the assessments paid, according to length of membership. The certificate itself is not included. The paid-up value promise is evidently a bid for a seven years' lease of life. The society advertises its "copyrighted" repudiation plan after the manner of the quack medicine man. It is a cure-all. It is better medicine "than any other," and "costs less." In the face of inability to meet obligations without forcing this compromise with its creditors, the new contracts are cheekily declared to be "absolutely certain of fulfillment."

The officers of the Order of Chosen Friends are a "nervy" lot, but we believe they are presuming too much on the ignorance of the members of the order. Not a sufficient number of them can be hoodwinked to preserve the order long. It is doomed. The young men, the new blood, can not save it. The officers must soon look elsewhere for "a job." They will find that they cannot long hold their present job by the "job" which they have "put up" on the distressed and confiding members of the bankrupt Order of Chosen Friends.

AN OFFICIAL EXPLANATION.

Official Circular No. 1 of the supreme council says of the new plan:

"It fixes the minimum value of a certificate when issued. To this is added every dollar the member pays until the maximum value is reached, when it becomes a paid up certificate. As all that a member pays is returned to the beneficiary, the order practically furnishes benefits "free of cost." It is able to do this because of the investment feature which sets apart from 25 to 30 per cent. of our annual income for investment on the savings bank plan at compound interest, and which in the average expectancy of life will produce

the sum required to pay claims as they mature. [This is borrowed from "old line monopoly" life insurance.—ED.] The number of assessments is limited. They can not exceed 16 or be less than 12 in any year. There is a fixed table of rates or payments. The total sum each member is to pay is fixed at \$500 for each \$1,000 of benefit."

The Order of Chosen Friends has been forced to confess that "old line" insurance principles are the correct ones, to-wit: graded rates, limited premiums, excess payments at younger ages, and investments at compound interest. But the order's conversion comes too late to save it. The plan above outlined, setting aside 30 per cent. of 16 assessments yearly and investing at 4 per cent. compound interest, will not enable the order to meet its obligations. Not even with a favorable mortality rate and all expenses paid by dues in excess of the 16 assessments. There would still be a large deficit.

THE COMPROMISE PLAN A FAILURE.

Take age 30, for example. The paid-up period would be 32 years. With 16 assessments of one dollar each (though it is only 80 cents at age 30) in a year, the 30 per cent. invested as a reserve would be \$4.80. Say \$5.00 added to the reserve yearly and invested at compound interest—though with 16 maximum instead of 12 minimum assessments, at the regular 80-cents rate, it would be only \$3.84. In 32 years with \$5.00 added yearly and invested safely the reserve would produce only \$325. The member's expectation is three years longer. The value of his reserve would then be \$386. But the order promises him \$1,000. Meantime he has contributed \$358 to the mortality payments—assuming 16 assessments of one dollar each every year. This is a total of \$512. Add interest earned, and we have a total of \$742 with which to pay \$1,000.

With \$742, from assessments and interest earnings, the Order of Chosen Friends undertakes to return this money to the member who enters at age 30 and pay him or his beneficiaries \$258 besides. Should he die before the paid-up period, the order undertakes to pay his beneficiaries

\$500 more than he has paid in assessments! What folly! On top of this extravagant promise the order, if we read its literature correctly, agrees further to pay the face of the certificate at age 75.

If the reader believes that this order can escape the penalties of foolish defiance of the law of mortality; if he believes that the equalization plan is not a repudiation of just obligations to old members whose beneficiaries are paid less than the face of the certificate; if he believes that the order, in spite of mortality and figures and experience, will not again be compelled to resort to the repudiation plan, then it is probably the society he is looking for and is well worthy to be a member of; and we wish him well into it, in the full belief that some day he will wish himself well out of it. The Order of Chosen Friends is a dear school for men who will learn in no other.

"Fire-Proof Buildings."

An architect of our acquaintance says that Chief Bonner of New York errs when he blames architects for the combustible character of buildings. Architects, our friend says, design buildings according to the wants and purses of builders. Combustible materials are used because they are cheaper. The iron-work of buildings erected before 1892 was exposed because there was then no suitable covering material. The new law followed the invention of satisfactory non-conducting materials. That the law is not now strictly observed is the fault of the builder or the authorities, or both. Chief Bonner strikes us as a conceited man when he says architects build on theoretical plans which are overturned by a view of the ruins of "fire-proof" buildings. Nobody knows better than architects that there are no absolutely fire-proof buildings, with perhaps one exception in the United States. It does not pay to build them. Mr. Bonner speaks of the warping of girders and beams, in a way that indicates he does not know that in the latest buildings provision has been made for this warping. Beams and girders

rest on plates and can move or contract with the temperature changes. "Fire-proof" is an elastic term meaning rather "slow-burning" than incombustible. The architects are ready to build an absolutely fire-proof building for anybody who will pay for it; and once constructed there will be no need of insurance, except perhaps to cover the conflagration hazard. Modern business necessities, fortunately for fire insurance interests, require cheaper buildings, and it is cheaper to pay insurance premiums than to pay interest on the enormous additional cost of a really fire-proof building.

War Permits and War Losses.

This topic has a timely interest. During the Civil War the Mutual Life Insurance Co. issued war permits for a small extra charge, and the increased mortality cost was about equal to the receipts from this extra premium. Other companies were equally generous and patriotic. The New York Life Insurance Co. began the issue of war permits on April 19, 1861, seven days after the first gun was fired on Ft. Sumpter. During the year 1861 129 permits were issued by the company. Among the first requests was from a man 60 years old, who paid four quarterly war extras. Permits were issued to chaplains without charge, and to sutlers at two-and one-half per cent., although the latter usually paid the full rate. War permits were issued to Home Guards without extra charge.

When the "hundred-day men" were called out in the spring of 1864, policy-holders were given free permits to do garrison duty within their own states. Altogether, the New York Life granted 731 war permits, on policies amounting to \$1,151,950. There were 73 losses. The total mortality above the probable was \$91,897, and the total amount received as "war extra" was \$72,754. An extra charge of eighty-one cents per \$1,000 annually upon the whole amount of insurance in force would have made up for the extra losses under old policies.

This war permit, which we find printed in the company's bi-monthly, was as follows:

In consideration of the extra premium of five per cent. to be paid in addition to the premium mentioned in the annexed policy, the party insured has permission during the next twelve months to enter the Military or Naval Service of these United States, and to travel and reside north of the 34th degree of north latitude.

And on payment of the additional extra premium of five per cent. will have permission to travel and reside south of said 34th degree of north latitude while engaged in such service.

It being understood that the extra premium is to continue to be paid after the present war, or the return of the party insured therefrom, until, on re-examination, he can furnish the certificate of one of the company's examining physicians that he is in good health.

A Move in the Right Direction.

The five Massachusetts life companies have adopted uniform premium rates, based on the Actuaries Table of Mortality, with interest at 4 per cent. The old rates varied from \$17.28 to \$17.80 at age 20, and from \$31.50 to \$32.60 at age 40. Each company had lower rates than some other at same age. The New York companies' rates, based on the American Experience Table, vary little from the new rates of the Massachusetts companies. We take the subjoined table from the *Insurance Press*:

ORDINARY LIFE POLICIES.

Age.	New York Cos.: Equitable, Mutual, New York.	Mass. Cos.:	
		Berkshire, John Hancock, Massachusetts, New England, State.	
21	\$ 18 60	\$ 18 30	
25	20 50	20 20	
30	23 30	23 30	
35	27 10	27 30	
40	32 20	32 60	
45	39 10	39 70	
50	48 50	49 20	
55	61 60	61 90	
60	79 90	79 10	
65	105 50	102 70	

The next "move in the right direction" should be for uniform commissions.

Hartford Fire Insurance Company.

EIGHTY-SIXTH ANNUAL EXHIBIT SHOWS ENORMOUS GAINS OVER \$1,000,000.00 INCREASE IN INCOME.

Figures telegraphed from the home office enable Manager Belden to present the readers of the COAST REVIEW with a summary of the eighty-sixth annual exhibit of the Hartford Fire Insurance Company. It is an admirable statement. The large gains made by this old Hartford company last year will attract general attention. Congratulations are in order, and the figures themselves must be discussed with mental exclamation points.

During 1895 the Hartford Fire increased its reinsurance reserve \$164,350, increased its net surplus \$400,546, added \$583,477 to its assets, and gained \$1,054,000 in gross income.

On January 1st the gross assets of the Hartford Fire were \$9,229,213, of which sum \$2,900,893 was surplus over capital and all liabilities. The company begins the year with the magnificent policyholders' surplus of \$4,150,893. It turns another million stake in assets, policyholders' surplus and income.

Manager Belden and Assistant Manager Palache may well take unusual pleasure in affixing their names to such a statement of resources and progress.

The following figures show at a glance the Hartford Fire Insurance Company's

RECENT PROGRESS.

	<i>Assets.</i>	<i>Net Surplus</i>
Jan'y 1, 1896	\$9,229,213	\$2,900,893
Jan'y 1, 1895	8,645,736	2,500,347
Jan'y 1, 1894	7,378,092	2,296,770

California and Coast Fire Loss Ratios.

Both territories, the Coast as a whole and California separately, show a moderate average loss ratio for all the years of which there are statistics. But one important fact has escaped notice, namely that the figures of the retired companies, are not included. Of course the retiring companies suffered an unusually high loss ratio, and their experience would very

considerably increase the general average for all companies. In 1889, the conflagration year, the Coast losses were 83 per cent. of the premiums, but the actual average loss ratio, including all the timid companies which "pulled out" and did not report, was undoubtedly in excess of 90 per cent.

So far as California is concerned, this year, as Commissioner Higgins informs us, all the withdrawn companies must report their premiums and losses, under due penalties, collectible under the bond filed when authority was granted them.

"Nylic."

To anyone familiar with cable cipher addresses these cabalistic (or cable-istic) letters need no explanation. The New York Life Insurance Company's agents, too, will at once discover the initial letters of the corporation name.

"Nylic" has been selected as a unique name for a unique organization of the agency force of the company. The membership is to be divided into five classes: Freshmen first; second and third degree Nylics; and senior Nylics. Each class entitles its members to compensation based on the terms of service with the company and the amount of business transacted, the minimum amount being not less than \$25,000 each year. Physical incapacitation secures salaried indemnity for five years. A death benefit equal to one dollar for every \$1,000 written during the year is also payable to the estate of the deceased agent.

The advertisement of "The Nylic," printed elsewhere, announces that energetic and trustworthy men with or without experience can now make life insurance their business and secure a definite income continuous throughout life. This will doubtless prove a very attractive offer to a superior class of agents.

THE *Spectator* solemnly objects to the German companies because "They are here simply to make a profit for their stockholders." To win the approval of our New York contemporary the German

offices, like the British—which of course are not here to make a profit for their stockholders—should spend their profits in the support of worthy charities, or contribute to the national gold reserve. Unless the German offices do one or the other, we shall conclude that they do not care for the approval of the *Spectator*.

The Broadway Insurance Company.

At various times we have written of this New York company in an uncompromising strain. For a time it looked as if its big-dividend-paying management would force it into the hands of a receiver, and the COAST REVIEW did not hesitate to say so. Latterly the company's affairs were "looking up" a bit, but its present condition is not known outside of the office. Anyway it doesn't matter much, so far as this field is concerned; for the Broadway has forsaken us, without leaving any representative to make endorsements, pay return premiums or adjust and pay losses, so far as we can find out. If our readers know of anybody who represents the Broadway here, they will confer a favor by notifying us.

We are not surprised at the conduct of the Broadway. It harmonizes with our opinion of the little thing and its little management.

Universal Mercantile Schedule.

The Cleveland Board of Underwriters, through Secretary Truesdell, expresses pleasure in the practical workings of the Universal Mercantile Schedule, which has been on trial for two years. The diminished loss ratio in Cleveland is partly attributed to the schedule, which secures improvements of the hazard.

The Underwriters Association of New York, Rochester department, gives similar testimony. Manager Wilmerding writes: "The application of the schedule during one year has proved to the assured its fairness, and the majority of property-owners are now in favor of it. New buildings have followed the standards of the schedule. Architects approve of its principles."

This system of rating is now in operation in Boston, Cleveland, New Orleans and other large cities. The president of the Pittsfield, Mass., local board says he can collect a 2 per cent. rate explainable under the schedule easier than a 1 per cent. rate without an explanation of an arbitrary figure.

We Like It.

F. N. McCandless, general agent of the Equitable Life at Ellensburg, Wash., kindly writes us as follows:

"Your COAST REVIEW is the best insurance journal I can find, and I have made recommendations to all my agents to subscribe for it."

Liability in Time of War.

Fire insurance policies exempt liability for losses caused by war. A clause reads: "This policy shall not be liable for loss caused directly or indirectly by invasion, insurrection, riot, civil war or commotion, or military or usurped power, or by order of any civil authority; or by theft."

They will Come Back.

The fight in this field persuaded an unusual number of companies to withdraw and deterred others from entering. But if anybody has been making a fight or delaying peace in the belief that competition will eventually be diminished and the Coast business divided among fewer companies, then somebody has been reckoning without thorough knowledge of underwriting facts. There have been fights and flights before, and the runaways lived to return and fight on remoter days. The companies that have withdrawn or may withdraw from the Coast because of "war's cruel wounds," will come back in more auspicious times, no matter whether final peace be declared now or some indefinite time hence.

BUSINESS.—Dun's review of the year reports an increase of deferred liabilities. Bradstreet's reports 13,013 failures, an increase of 2 per cent. The Pacific Coast returns show a decrease.

Manager Wm. H. Lowden.

The appointment of this gentleman as manager of the Pacific department of the Norwich Union Fire Insurance Society prompts us to present our readers with his portrait and a brief biographical sketch.

William H. Lowden is a native of Belfast, Ireland where he was born in July, 1847. He is well known throughout the Pacific field as an experienced special agent and adjuster, and latterly as an assistant general agent. Mr. Lowden has a wider reputation as the writer of some of the most striking papers read at the annual meetings of the Fire Underwriters' Association of the Pacific, and printed in these columns.

Mr. Lowden began his insurance work many years ago as agent for the Phoenix and Home, at Truckee, Cal., where he was also engaged in commercial work. Soon afterward, in 1870, he came to San Francisco, looking for employment. His first application was successful. He went to work in the Phoenix, Home and North British office, and was successively employed by R. H. Magill, Magill & Dennison, and A. E. Magill.

In December, 1874, Mr. Lowden was appointed chief clerk by Tom C. Grant, who had been made general agent of the North British. For twenty-one years Mr. Lowden was employed in the same office, beginning as chief clerk, promoted to the position of adjuster and special seven years later, in 1879, and in 1890 made assistant general agent.

In the Proceedings of the Fire Underwriters' Association of the Pacific the following papers by Mr. Lowden appear: Suggestions on Adjustment of Book Losses, 1887. Statistics of Fire Insurance on Pacific Coast, 1888. What to do when the Books are Burned, 1890. The Measure of Manufacturers' Damage, 1891. In 1890 he was elected vice-president of the association, and in 1891 he was elected president.

Mr. Lowden's appointment to the important position of manager of the Pacific department of the Norwich Union, by

United States Manager Hare, has received the unanimous approval of "The Street," and there is no better evidence of an underwriter's fitness for the position than such an approval. Long years of business association, such as Mr. Lowden has had with his associates, abundantly qualify the latter to judge a man's technical and executive ability. The COAST REVIEW is pleased to share the high opinion in which San Francisco underwriters hold Mr. Lowden.

Assistant Manager J. L. Fuller.

Manager Lowden of the new Pacific department of the Norwich Union has appointed J. L. Fuller assistant manager. This appointment secures for the new department the services of an able and popular field man who has long been identified with the company in this field as special agent.

Mr. Fuller is a young man of 35, who began his insurance career in 1882 as local agent, in Harrisburg in his native state, Oregon. On March 1, 1889, he began field work as special agent for E. W. Carpenter, the general agent of the Royal, Norwich Union and Lancashire. His principal work has been in the Pacific Northwest. Mr. Fuller continued with the general agency under Manager Watt, and still continues with the Norwich Union, as previously announced, promoted to the position of assistant manager under Manager Lowden. Mr. Lowden is to be congratulated on his selection of an assistant manager.

TROLLEY WIRES recently deranged the whole fire alarm service in Chicago. A heavy snow storm brought the alarm wires in contact with the trolley wires, and the circuits were burned out. Fires are often traced to these trolley wires. Some day, when the street-car companies are ready, and the measure will diminish competition, the authorities will be graciously permitted to pass ordinances "compelling" the companies to place the wires in underground conduits, as in some European cities. Meantime, these dan-



W. H. LOWDEN, MANAGER
Norwich Union Fire Insurance Society.
Pacific Coast Department, San Francisco.

gerous wires may cause another Chicago conflagration. In San Francisco the trolley wires are increasing: even broad Market street is threatened. Will the underwriters do anything? Dollars to doughnuts they will not.

Life and Casualty Insurance.

THE FIDELITY & CASUALTY has added some new railroad lines in Florida.

THE NEW YORK LIFE will hereafter pay only \$3.00 for a medical examination.

THE PREFERRED ACCIDENT is now issuing an improved form of accident ticket.

A LONDON company is now writing accident insurance on the life plan, single payment or five annuals.

THE U. S. Casualty was reduced to the necessity of offering prizes to agents who wrote a certain amount of business in December.

THE AETNA LIFE gained 75 per cent. in its accident department last year. The life department wrote \$2,000,000 more new business in 1895 than in 1894.

THE NEW YORK LIFE has withdrawn from Brazil, owing to unfriendly legislation. The Equitable Life withdrew some time ago, for the same reason.

ST. LOUIS HAS A NEW ASSESSMENT scheme, called the Central Life Association. It should receive a call from California, where there is always a longfelt want for just one more of that sort.

THE PENNSYLVANIA MUTUAL is suing the *Insurance World* for alleged libel. Just what the editor said that so disturbs the new Philadelphia life insurance company we do not know. Possibly he referred to it as "the Penn Mutual."

PRESIDENT PATTISON of the Union Central writes in the company's December *Advocate*: "I am glad to say that the new business thus far in 1895 is the largest ever issued by the company, and that in all of its departments the company has experienced almost unprecedented prosperity."

THE CONNECTICUT MUTUAL LIFE gained \$2,000,000 in new business written last year.

THE Order of Vikings is a new Illinois scheme. Next we may hear of the Biking Insurance Society.

HE IS A MONARCH INDEED, and his name is N. V. Monarch, who has just insured for \$100,000 in the Mutual Life Ins. Co.

IN CONNECTICUT a solicitor has been fined \$100 and costs for discrimination in life insurance, he having allowed some policyholders rebates.

THE NATIONAL LIFE of Vermont announces that there will be no discrimination on account of occupation in the cases of electrical men generally, but applications from line-men and dynamo-men will not be considered.

THE TRAVELERS' accident premiums received during 1895 amount to a little more than \$2,650,000. The increase over last year was over \$400,000. Life insurance written was over \$18,000,000. Increase over last year, nearly one and a half millions.

HARRY HAYWARD, one of the "criminals of the century," who murdered Catherine Ging at Minneapolis for her insurance money, paid the penalty of his crime. His only exhibition of conscience was a confession in full. Hayward's nerve was phenomenal. Hanging was welcomed as a new sensation. When the first stroke of the hammer on the gallows was heard, this gambler and murderer gleefully cried, "They're off!"

IT IS AMUSING. Two years ago in January we wrote and printed a summary of "What Life Insurance Does." We sold 10,000 reprints to one life office. That little compilation wasn't of much account, but it has been going the rounds ever since, variously tagged. The *Indicator* first cribbed it; and now we find the dozen "Doeses" again in that Detroit publication, credited this time, with *Assure* at the tail-end.

EASTWARD THE COURSE of the Pacific Mutual takes its way.

THE NEW YORK LIFE reports \$127,000,000 new business in 1895 actually paid for.

THE MAN WHO receives a rebate puts on his thinking cap and concludes that life insurance rates are too high.

GEO. TILLES of Arkansas is advertising himself this time, by suing the Mutual Life for alleged breach of contract. Tilles is of the "hustling" sort, and was recently general agent of the Mutual for the state. The company's side of the case has not yet appeared.

THE MASSACHUSETTS MUTUAL'S quarterly is printed in good clear, large type. The printer and the company are not in league with the spectacle man, as in the case of the ——— Company and its printer. The Massachusetts Mutual's installment policy is a model. It guarantees to pay the beneficiary installments in amounts the insured may name.

THE MUTUAL RESERVE FUND LIFE said in its certificate that there would be no contest for any cause after five years, but the "insured" committed suicide, and the claim of the beneficiary was resisted. On a pinch the — Mutual Reserve Fund is "pinched" now—it contests "incontestable" claims, and the Texas court of civil appeals said on December 4 that it must pay nevertheless. It must live up to its contracts even if it is in difficulty.

THE ÆTNA LIFE'S January quarterly is an excellent octavo. Julian Ralph is a contributor. Of the first two thousand accident claims paid by the Ætna, as we read, 531 were for falls and missteps on pavement, 243 for carriage and wagon accidents, 117 for cuts, 76 (only) for bicycle accidents, 75 for horse kicks and bites, 47 for accidents caused by horseback riding. In other words, 365 accidents caused directly or indirectly by horses. The bicycle is certainly safer, even if four persons were unable to escape

400,000 bicycles. Twenty-one persons were burned at fires; 16 were injured while getting on or off cars. The remaining causes, all interesting, demonstrate the universal liability to accident. Nobody can hope to escape, except the man who puts up the stovepipe. We do not find him on the list.

THE PRUSSIAN government has prohibited the American life offices from reviving lapsed policies. This ruling certainly has the appearance of petty persecution; and the forfeiture thus enforced is an outrage on Prussian policyholders, who are thereby deprived of a stipulated benefit of their premiums. The Prussian minister who caused all this trouble has resigned.

IF THE NEW YORK LIFE office (says the *Review of London*) does not try and capture most of the business that is going in Great Britain, it will not be for want of energy in the new manager, or owing to any undue economy in respect to the expenditure necessary to carry on the business. The basis on which the necessary expenditure is calculated is stated to be exceedingly liberal.

THERE IS A case in the St. Louis courts which was at last accounts sensational. Capt. Tom Hunt, a traveling man who died suddenly in St. Paul two months ago, was insured for about \$75,000. Mrs. Ada McCue, a St. Louis widow—charming according to the newspapers, as a matter of course—claims \$37,000 of this sum, for money lent to the deceased. Hunt had recently taken out the bulk of his insurance, and there are suspicions of suicide. Twice within two months before he died he tried to kill himself. Seven days after he threw himself from a moving train he was able to take out additional insurance. The Missouri law compels the companies to pay suicide claims. A life agent who was interviewed says: "Hunt asked how he could commit suicide without discovery of the crime. He seems to have taken the right way, for a man can inject prussic acid into

his arm, tie a bandage around it and walk a mile before it kills him. The poison turns the blood to water, and no trace of it can be found in his stomach or heart by chemical analysis after death."

THE BANKERS ALLIANCE of Los Angeles recently wrote a San Francisco politician for several thousand dollars, gave him several months' insurance for nothing, and didn't ask him the brand of whiskey he affected. We do not believe that any regular life insurance company would accept the risk. Under the circumstances this prominent democrat did well to yield to the importunities of the Bankers Alliance solicitor. Six months insurance for nothing is worth the price.

A SOLICITOR for the Massachusetts Mutual Benefit Life Association, as set forth in our Legal Digest, applied for insurance and was accepted. He found the policy addressed to him, lying on the manager's desk. He took it, and handed it to his wife. When he died and a claim was presented by the widow, the Massachusetts Benefit refused to pay it, on the very flimsy ground that the policy had never been delivered, though at the same time the solicitor took from the desk and delivered two other policies which he had been the means of writing. The Boston assessment company should explain. Another case in our digest seems to reflect discredit on the association.

THE PREFERRED ACCIDENT'S San Francisco department circulates a list of claims paid by the company in the Coast field, since the Coast office was established in March, 1894. We note that the bicycle is responsible for many accidents, the indemnity for which ranges from \$375 to less than \$10. Nobody was killed while bicycle-riding, however; though to be sure, the man who doesn't insure is nobody, and he rides too. Altogether, some forty bicycle indemnity claims are reported. The various causes of accidents are interesting and suggestive, and some of them are strange. One man was hurt while watering a horse; another, by

a falling flat-iron; another, while cutting a Christmas tree. Are we to understand that the latter fellow sat astride the limb on the wrong side of the saw? One man was severely bitten by a horse; another, let a letter press fall on his foot, and there was no letter-drop sign in that office either. The various causes of accidents prove that every class in life is exposed to numerous serious accidents.

Assistant General Agent W. H. Bagley.

General Agent Tom C. Grant has nominated W. H. Bagley for the position of assistant general agent, subject to confirmation by the United States branch management. Mr. Bagley, who succeeds Mr. Lowden, has been a special agent for the North British for the past two years.

Mr. Bagley is a young man, only 30 years old, but he has considerable experience in office and field work. After graduating from the Willamette University at Salem, Or., he began insurance work, in 1888, as policy clerk in the office of the State Insurance Co. of Salem, Or. Six months later he was appointed examiner in the same office. In 1890 he began special agency work.

In January, 1892, Mr. Bagley was appointed special agent for the Home & Phoenix in the Northwest. Early in 1894 he was appointed special agent for the North British in the same field, but was shortly after transferred to San Francisco. On January 1st he succeeded Mr. Lowden as assistant general agent. Mr. Bagley is a popular field man, a thorough student in his profession and fully competent to fill his new position.

HIGH PRESSURE BIZ. The Union Mutual Life's monthly bulletin says: "When business is written in the field in the month of December under high pressure from the home office, a large percentage of the result is of a kind on which the probability of renewal is extremely small. We do not want business of that kind, and do not urge you to make any special effort to increase your December record over that of last year unless you can increase it by writing a larger amount of business that is absolutely first class." This is well said.

The Local Retrospect: 1895.

The year 1895 began on the Pacific Coast with a gloomy outlook for fire underwriting. The Pacific Insurance Union had been "upset" by the withdrawal of a prominent agency, and a number of other offices had sent in letters of resignation, to "protect themselves." The extreme results which followed were hardly expected.

Numerous withdrawals followed, and finally the union went to pieces and was succeeded by a new compact called the Board of Underwriters of the Pacific. The new organization adopted non-intercourse measures, which, though afterward abandoned as inexpedient at least, were sustained by a federal court.

The olive branch of the new board was not acceptable to the outside companies. The conciliatory spirit went so far as to rescind all constitutional clauses upon which there could be any differences of opinion, and the work of building up a new organization began. This work now engages the best services of all concerned, and it is hoped will be crowned with success.

The underwriters' fire patrol lost the support of a number of companies, primarily because of the non-intercourse clause, and secondly because a number of other companies would not contribute unless all contributed to the support of the patrol. Increasing assessments forced a crisis, and the companies generally, with only two or three exceptions, rallied to the support of the patrol. Decreased premium receipts, however, necessitated the abandonment of one of the two patrol stations, the "down-town" station being continued.

The war of rates was general and damaging for several months. The formation of local and state boards in the outside territory had a good effect, and restricted the fighting to limited fields. In the end, only California, the most profitable district, was the theater of this cut-throat struggle.

The war waged fiercest in San Francisco, Oakland and Los Angeles and a

few other "protected" cities; and both the Coast volume of premiums and the average Coast loss ratio were seriously affected by the rate-cutting in these California cities. Outside territory cities contributed to the general demoralization in a less degree.

The effects of this unfortunate war will be visible in the annual Coast figures for two or three years. This year's figures, however, as already pointed out, will be misleading because the premiums include an extraordinary proportion of term business. Everything, including mercantile risks in a few instances, has been written for three years or more if desired.

Rates have been cut beyond belief. Public buildings have been written at 90 per cent. of the old board rates; and the prevailing cut was as high as 50 per cent. on all sorts of risks. San Francisco business was the chief sufferer. Elsewhere the cutting was bad, but it was in some degree offset by increased writings on risks which had previously been under-insured or uninsured.

Old Probabilities of the COAST REVIEW confesses that he is non-plussed, and in our December number he was forced to forego the pleasure of his annual estimates of premiums and ratios.

The general situation on the Coast is greatly improved. Times are better. Local and state boards have done a great deal of good work on the side of conservative practices. The prospects of reorganization are good because it is conceded that unless there is a central organization the local and district boards are likely to fall into serious difficulties which must end in dissolution and a renewal of strife.

The life men have had a fairly good year, and at last have organized an association which can hardly fail to exert a conservative influence. The accident men, too, have at least come together and talked over the evils of their branch of insurance work.

Some of the principal events in this field in 1895 are summarized as follows:

JANUARY.—Fire Relief Association, McMinnville, Ore., incorporated on 4th.—

U. S. supreme court ruled, in *California v. Hooper*, that the state can regulate marine insurance.—Announcement of organization of the Farmers' Co-operative Fire Ins. Ass'n.—Mrs. Dr. Aikin of Oakland, Cal., effects a compromise with the Mutual Reserve Fund.—Many local boards organized and—disorganized.

FEBRUARY. Annual meeting of Fire Underwriters' Association of Pacific: V. C. Driffield elected president; Herbert Folger, vice-president; Louis Weinman, secretary. Cal.—Northwest F. & M. Ins. Co. retires and is placed in the hands of a receiver.—Oregon passes a new insurance tax law. See April C. R.

MARCH.—Buyer & Reich claim settled for \$110,000; original claim, \$137,600.—Trouble over the National Surety Co.'s license.—New law in Arizona requiring \$15,000 bond from every insurance company.—San Francisco Life Underwriters' Ass'n organized.

APRIL.—Death of J. B. F. Davis.—Trial of injunction suit brought by Continental Ins. Co. against Board of Fire Underwriters.—Henry S. Gesford appointed insurance commissioner, but Mr. Higgins still holds the fort.—Washington passes an arson law. See May C. R.—Death of John D. Bradford.—Gust. A. Ziel and Louis Rosenthal admitted to firm of Syz & Co.

MAY.—Hot hostilities in Los Angeles, Cal.—The Warren & Lanktree affair.—The Lancashire creates a new Pacific department, with Mann & Wilson as managers, and takes over the business of several retiring companies.—The St. Paul goes to Maj. Chas. Christensen, and takes over the business of the retiring Delaware.—Montana state board organized.—L. L. Bromwell appointed Coast manager Milwaukee Mechanics.

JUNE.—Judge Greene holds that the rubber-stamp non-cancellation clause is valid.—R. E. Drake, adjuster, commits suicide.—County and town corporation business freely written at about 85 per cent. discount.—Niagara reinsures its Coast business in Hamburg-Bremen and

retires. Jas. R. Garniss assumes charge of law department of American Surety's Coast business.

JULY.—Northwest Insurance Ass'n organized in Portland.—Sun Ins. Co. of San Francisco reinsures in Fireman's Fund.—John W. G. Cofran of the Hartford Fire is transferred to Chicago as assistant manager. The firm of Belden & Cofran is succeeded by Manager Henry K. Belden and Assistant Manager Whitney Palache.—Board of Fire Underwriters, successor of Pacific Insurance Union, amends its constitution by eliminating all but two articles, defining its membership and providing for its maintenance.

AUGUST.—Prussian National transferred to Cesar Bertheau.—Several N. Y. fire Lloyds admitted to California.—Efforts made to organize a Pacific Coast board of accident underwriters.—The Pacific Surety begins the writing of steam-boiler and plate-glass risks.

SEPTEMBER.—Superior court of San Francisco holds that the limitation clause is invalid.

OCTOBER.—The Montana fee law question decided in favor of the foreign insurance companies.—Farmers' Fire Relief Ass'n organized at Butteville, Ore.

NOVEMBER.—Fire patrol station No. 2 abandoned for lack of support.—Long expected failure of the State Ins. Co. of Salem, Ore.—Field Men's Association organized at Portland, Ore.

DECEMBER.—The Norwich Union establishes a Coast department.

—A subscriber calls our attention to the fact that the COAST REVIEW's Special Agents & Adjusters' Daily Expense Account Book, while it includes in the blank form hotel, transportation and telegram expenditures, omits "drinks." Thanks! The second edition will correct this.

—Chief W. S. Moore, of Los Angeles, rides to fires on his bicycle, says the Fireman's Herald. Moore "gets there" before the engines.

—Stockton (Cal.) is at work on its extended fire alarm system. Thirteen new boxes will be in place this month.

December Fires.

WASHINGTON.

10. Columbia co., dwg:
Phoenix, Brooklyn \$500
2. Olympia, fr dwg:
London Assurance \$675
6. Asotin, flour mill:
Firemans Fund \$750
16. Tacoma, fr dwg:
Western Assurance \$800
11. Oakesdale, fr dwg:
Western \$500
8. Seattle, dwg and conts:
Westchester \$1,000
Firemans Fund 1,000
- Seattle, fr dwg:
Alliance \$1,950
20. Montesano, fr dwg & conts:
Imperial \$750
23. Seattle, fr dwg:
Continental \$500
- Spokane, dwg:
Firemans Fund \$325
23. Sedro, fr bldg and stock:
Northern \$800
28. Spokane, hhd furni:
Phoenix, Hartford \$500
10. Long Beach, fr hotel:
Ethna \$1,500
British America 1,125
Imperial 1,000
Sun, London 1,500
Lion 500
16. Tacoma, fr dwg:
Commercial Union \$500
11. Mt. Vernon, fr dwg & conts:
Ethna \$450
- Losses under \$500 \$7,468
Total Washington \$24,703

*

OREGON.

9. Pendleton, fr dwg and conts:
Western \$500
16. Joseph, fr dwg and conts:
Western \$500
11. Lane co., farm property:
Continental \$550
21. Douglas co., farm property:
Continental \$840
1. Salem, fr dwg and conts:
Home, N. Y. . . . \$1,391
31. Portland, dwg and conts:
N. Y. Underwriters . . . \$500
24. Coquille, fr bldg and conts:
Ins. Co. of North America . \$800
Hamburg-Bremen 600

5. Linn co., dwg and conts:
Royal \$1,275
Losses under \$500 \$1,577
Total Oregon \$8,533

IDAHO.

16. Nezperce, barn and conts:
Phoenix, Brooklyn \$1,500
28. Rexburg, general mdse:
Phoenix, Brooklyn \$2,000
Hartford 4,000
N. Y. Underwriters . . . 2,000
Losses under \$500 \$488
Total Idaho \$9,988

*

MONTANA.

14. Park co., farm property:
Continental \$500
17. Butte, hhd furni:
Union, London \$500
6. Near Great Falls, reduction works:
Manchester \$400
Caledonian 1,000
- Great Falls, furni:
Phoenix, London \$750
26. Helena, dwg and furni:
Phoenix, Brooklyn \$600
24. Helena, general mdse:
Connecticut \$500
Franklin 581
22. Helena, stock of butcher shop:
N. Y. Underwriters . . . \$1,000
Losses under \$500 \$3,257
Total Montana \$9,597

*

UTAH.

16. Ogden, store and fixtures and br bldg:
American, Pa. . . . \$1,000
Continental 500
Home, N. Y. . . . 1,965
24. Salt Lake, fr dwg and conts:
Home, N. Y. . . . \$675
9. Salt Lake, br bldg and mdse:
Phoenix, Hartford . . . \$1,500
American Central . . . 1,500
Milwaukee Mechanics . . 750
London & Lancashire . . 600
- Salt Lake, fr dwg:
Continental \$600
Losses under \$500 \$2,005
Total Utah \$11,095

*

COLORADO.

20. Denver, general mdse:
Palatine \$2,750

- Magdeburg 2,000
Scottish Union 3,515
National, Hartford . . . 2,500
Atlas 2,500
Imperial 2,500
Lion 1,500
Firemans Fund 3,400
Royal Exchange 2,000
Total \$22,665

- Silverton, fr bldgs & conts:
Scottish Union \$500
Manchester 650

21. (Oct.) Near Reyton, dwg and contents:

Atlas \$1,000

- El Paso co., near Lawrence, quartz mill:

Home Mutual \$700
Atlas 3,500
Scottish Union 3,000

23. Nr Cripple Creek, reduction works:

Manchester \$800
Firemans Fund 1,250

24. Aspen, sampling mill:
Manchester \$750

Losses under \$500 \$5,074
Total Colorado \$39,889

*

BRITISH COLUMBIA.

13. Near Victoria, fr hotel and liquors:

Ethna \$1,000
Commercial Union . . . 1,000

Losses under \$500 \$54
Total British Col. . . . \$2,054

*

ARIZONA.

Losses under \$500 \$882

*

NEVADA.

Losses under \$500 \$136

*

WYOMING.

Losses under \$500 \$214

*

NEW MEXICO.

Losses under \$500 \$60

Total outside territory . . \$106,891

CALIFORNIA.

10. Alta, dwg:
Firemans Fund \$900

28. Arcata, general mdse:
Firemans Fund \$1,750
Palatine 2,500
Royal 2,000

12. Contra Costa co., dwg and contents:	12. Middletown, fr bldgs:	11. Penn Valley, barn and contents:
Phenix, Brooklyn \$689	Home Mutual \$1,186	Atlas \$1,000
Bakersfield, bldg and furni:	18. Oakland, hhld furni:	—, Near San Jose, private barn:
Franklin \$850	Home Mutual \$800	Atlas 800
11. Anaheim, fr dwg:	20. Marysville, fr foundry:	12. Sausalito, blacksmith shop:
Liver'l & Lon. & Globe . . . \$825	Royal Exchange \$2,750	Connecticut \$700
18. Campton, frame blacksmith shop and conts:	Magdeburg 1,000	Phenix, Brooklyn 680
German-American \$1,507	Svea 1,250	28. San Jose, fr dwg:
10. Colfax, bldg and conts:	Phenix, Brooklyn 2,325	London & Lancashire . . . \$500
North German \$1,522	American, Pa. 1,000	30. San Jose, dwg and conts:
20. Biggs, fr dwg and conts:	Pennsylvania 1,000	American, Pa. \$925
North British \$1,500	N. British & Mercantile . 1,659	12. San Bernardino, bldgs:
Northern Assurance 800	Total \$10,081	Firemans Fund \$940
4. Fresno co., fr dwg:	—, Marin co., fr barn:	12. Santa Anna, fr dwg and contents:
Etna \$768	Providence, Wash. \$800	Westchester \$775
—, Fresno co., farm property:	10. Madera, mdse in br bldg:	14. Vacaville, bldg and dry goods:
Continental \$3,000	Liver'l & Lon. & Globe . . \$6,249	Firemans Fund \$ 800
10. Near Fortuna, fr dwg and conts:	15. Oakland, br store bldg and tank house:	Union, London 1,500
Home Mutual \$750	Liver'l & Lon. & Globe . . \$845	28. Washington, fr store and general mdse:
7. Fresno, factory and conts:	4. Oakland, two fr bldgs:	Hamburg-Bremen \$ 500
Manchester \$ 734	Etna \$1,020	Phenix, Hartford 500
Caledonian 1,100	26. Mariposa co., farm property:	Caledonian 1,000
American, N. J. 550	Continental \$700	Phenix, London 656
17. Decoto, store, saloon and conts:	—, Napa co., farm prop:	Losses under \$500 . . . \$39,112
Alliance \$1,000	Continental \$1,300	Total Cal. S. F. ex., \$133,113
Firemans Fund 750	6. Palo Alto, general fire:	
27. Humbolt co., barn and conts	Royal \$2,412	SAN FRANCISCO.
Phenix, Brooklyn \$1,500	Liver'l & Lon. & Globe . . 568	7. General Fire:
9. Hollister, produce and ware-house:	Caledonian 1,500	Firemans Fund \$4,875
Royal Exchange \$1,128	Continental 500	Royal Exchange 7,600
18. Los Angeles, hhld furni and fr dwg:	—, Petaluma, bldg:	Sun, London 2,100
Connecticut \$ 550	Fireman's Fund \$800	Royal \$ 3,000
Royal Exchange 906	16. Oakland, dwg:	Etna 2,500
Northwestern National . 1,000	Phenix, Brooklyn \$800	London & Lancashire . . 18,600
N. British & Mercantile . 500	30. Needles, fr dwg and conts:	Palatine 5,000
London & Lancashire . . 2,000	Phenix, Hartford \$1,377	German-American 5,000
Imperial 1,000	10. Oakland, fr dwg:	Western 3,500
11. Los Angeles, dwg and conts:	London & Lancashire . . \$2,000	British America 3,500
Phenix, London \$847	—, Pasadena, fr railroad station building:	American, N. Y. 2,100
17. (Nov.) Los Angeles, hhld furni:	London & Lancashire . . \$875	Hamburg-Bremen 5,000
New Zealand \$567	4. Pasadena, conts of frame dwg:	Phenix, London 10,000
26. Los Angeles, fr dwg:	Caledonian \$500	Patriotic 2,500
London & Lancashire . . . \$3,500	American, N. J. 500	National, Hartford . . . 5,000
16. Los Angeles, dwg:	—, Ross Valley, fr dwg and conts:	Springfield 2,500
National, Hartford \$500	Sun, London \$2,100	North German 2,500
26. Modesto, fr dwg and conts:	14. Peters, hhld furni and fr dwg:	Westchester 5,000
Manchester \$500	Queen \$600	Imperial 2,000
German-American 650	Royal Exchange 800	Continental 5,000
—, Oakland, dwg:	27. Redding, bakery, bldg and conts:	Aachen & Munich 500
Atlas \$800	Home Mutual \$1,800	Hanover 2,500
	Union, Philadelphia . . . 1,000	Prussian National . . . 5,000

St. Paul	2,418	3. Br warehouse and general mdse:		Liver'l & Lon. & Globe . . .	10,362
New Zealand	5,000	Alliance	\$3,000	London Assurance	971
Lancashire	2,500	Manchester	400	Lancashire	2,673
Atlas	3,750	Caledonian	370	London & Lancashire . . .	32,747
Union, London	5,000	Royal	4,491	Lion	2,086
Milwaukee Mechanics . . .	3,000	Losses under \$500	\$9,779	Magdeburg	8,866
Ins. Co. North America . .	2,500	Total S. F.	\$208,256	Milwaukee Mechanics . . .	3,795
Scottish Union	7,500	Total California	\$341,300	Manchester Fire	14,414
Orient	2,500	Total Coast	\$438,260	N. Y. Underwriters	3,954
Total	\$172,532	Total Coast, 1895	\$4,585,873	Northwestern National . .	1,863
3. Dwg, stable and conts:		Total Coast, 1894	\$5,198,277	North German	7,038
Hartford	\$2,982			National, Hartford	9,672
North British	681			New Zealand	6,877
6. Fr dwg:		LOSSES BY COMPANIES.		North British & Mercantile	4,640
Royal Exchange	\$707	Aachen & Munich	\$ 1,447	Norwich Union	940
Fr dwg:		Atlas	15,915	Northern Assurance	3,045
London & Lancashire . . .	\$650	Alliance	8,360	Orient	2,666
3. Stock of clothing:		American, Pa.	2,974	Phenix, Br.	11,917
Firemans Fund	\$533	American Ins. Co., N. J. . .	4,340	Pennsylvania	1,206
London & Lancashire . . .	533	American Central	3,377	Palatine	13,005
19. Fr dwg and conts:		American of N. Y.	2,178	Phenix of London	12,933
Liver'l & Lon. & Globe . .	\$713	Etna	9,784	Providence-Wash.	800
1. Fr store bldg:		British America Assur. Co. .	5,212	Phenix of Hartford	10,421
Alliance	\$800	Caledonian	12,445	Patriotic	2,500
13. Fr dwg:		Connecticut	2,927	Prussian National	6,945
Alliance	\$800	Commercial Union	4,388	Queen	1,291
2. Fr bldg:		Continental	17,700	Royal Exchange	17,182
Etna	\$1,000	Firemens, Md.	100	Royal	16,690
—, Hhld furni:		Firemans Fund	21,856	Svea	2,383
Firemans Fund	\$800	Franklin	1,350	Scottish Union & National	16,131
30. Dwg:		Fire Association of Phila. .	739	St. Paul	2,594
Svea	\$553	German-American	9,744	Springfield	3,300
21. Fr dwg:		Germania	473	Sun, S. F.	
London & Lancashire . . .	\$619	Home Mutual	6,964	Sun, London	6,800
25. Wines and liquors:		Hartford	10,405	Transatlantic	4,600
London & Lancashire . . .	\$800	Hanover	3,119	Union Assurance Society	8,550
24. Dwg and conts:		Hamburg-Bremen	11,650	Union, Phila.	1,000
Hartford	\$1,250	Helvetia	595	United Firemens	2
28. Fr store bldg:		Home, N. Y.	11,207	Westchester	7,726
Hartford	\$475	Imperial	8,025	Western Assurance	6,859
		Ins. Co. of North America	4,534		

The North German.—Capital and accumulations, \$2,446,156. Subscribed capital, 7,500,000 marks (about \$1,876,666); dividends since 1869, 3,184,950 marks (about \$796,240), divided rate varying from 6 to 20-25 per cent.; twenty-five out of twenty-six years show a profit; net premiums have increased from 429,369 marks in 1869 to 5,135,245 marks in 1891. Only three years out of twenty-six failed to show an increase of premiums. This is a record for General Agent Walter Speyer to be proud of.

Better than a Broken Will.—Some wills seem to be made only to be broken. The bequests stated in a life insurance policy cannot be gainsaid. The company is obliged by law to pay to the specified beneficiary—nothing can prevent it. There is no surer way to leave property than in the form of a life insurance policy. It avoids controversy, and leaves the money precisely as you may want it to be bequeathed.—Union Mutual.

THE FRAKER CASE WAS SETTLED OUT OF COURT.

Executor Lincoln and the companies came to an agreement Nov. 5th. Judge Phillips signed it the next day and set aside the judgment rendered Feb. 12th, in his court. The Equitable, which paid Lincoln \$8,573 without contesting the claim, gets back \$3,100, after paying a part of the expenses, and withdraws its suit, recently begun, against Lincoln. After providing for all expenses, including lawyers' fees, the companies will get back \$36,500, the first payment to be made in thirty days. On the whole every one comes out of the case in good shape except George W. Fraker and John F. Phillips. Fraker is indicted; trial in February. Here is a criminal case with the thief caught; very favorable result. The insurance was about \$58,000; recovered, \$36,000; stolen, \$22,000.—K. C. Ins. Magazine.—Fraker is now out on bail, and has resumed the practice of medicine.

Presentation to W. H. Lowden.

On December 31st Assistant General Agent Lowden was presented with a handsome testimonial medal and a congratulatory letter by General Agent Tom C. Grant and the various employes of the office. The medal has on one side the coat of arms of the North British & Mercantile Ins. Co., and on the other side the presentation lines. The letter congratulates Mr. Lowden on his flattering promotion to the management of the new Coast department of the Norwich Union. There is a note of regret in this chorus of joy, because the North British loses Mr. Lowden's services, and his office friends lose an associate whom they have learned to hold in affectionate esteem.

The Mutual Reserve Fund.

Chronicle, New York: The October call of the Mutual Reserve Fund Association shows that nearly \$729,000 was collected from mortuary calls since the August call was issued. This is an increase of about \$84,000, as compared with the previous two months. The death claims paid since the previous report were about \$804,000, or \$120,000 more than the largest total ever reported for a similar period. The receipts from mortuary calls were nearly \$75,000 less than the amount of death claims paid. This is the first time in the history of the association that death claims paid have exceeded the mortuary receipts. Another new departure is a reduction in the reserve fund, which is now \$145,000 less than it was two months ago.

Green Goods in Life Insurance.

A New York paper, which has the conceit to call itself Insurance, has printed and reprinted and is now hawking about in book form a series of space-filling articles, containing "stolen thunder," about the New York Lloyds. Yet this same "Insurance" paper is the organ of "green goods in life insurance." Ever since the late Mr. Harper brought its bombastic editor to his marrow-bones Insurance has been the thick and thin defender of the "green goods" Mutual Reserve Fund, and has never contained another reference to "sand as an underpinning for homes." But ever since that time the little scold has rejoiced in a full page advertisement of the Mutual Reserve Fund, which humbug its editor had previously blackguarded to his heart's content. When may we expect a full page Lloyds advertisement in Insurance?

THE ODD FELLOWS BENEFICIAL Association

of Rhode Island is trying to avoid a receivership. The managers "touched" the members for a little of that boasted "pocket reserve," of which so much is heard and so little seen; and forthwith one-fourth of the members went forth and sought membership in some other humbug which has not yet found it necessary to draw on the "reserve in the pockets" of members. The A. O. U. Workmen and Chosen Friends need not apply.

FIRE ITEMS.—New York city has at last adopted chemical engines for its fire department. The "slowest" town sometimes "gets a move-on."—According to the *Fireman's Herald* an insulating material known as silex will protect firemen and others from an electric shock. Silex is quartz or flint stone. Prof. Nash says it is Nature's insulator. It will not burn or melt or rot.—A fake story in a daily paper, about a clerical student from Tacoma, one James Johnson, with authority to call out the fire department at any time of day or night for exhibition, and with a record of the insane abuse of such authority, was actually believed by *Insurance*, which rehashed the fake and printed it as an original tale.

MINIMUM COST.—Speaking of the minimum cost table, which gives the "expectation," reminds us of the San Francisco fire underwriter who, sick abed, studied the table with much satisfaction. He found that, though under a doctor's care, he had 22 years' expectation; and at the expiration of that time he had 7.5 years to live, and then 4.5, and then 3, and then 2, etc., making him finally 95 years old, with further "expectation." This discovery equaled Schlatter's famous treatment. The underwriter rose from his bed, discharged his physician, and declined to insure his life.

An assessment for loss in an accident company must be made on basis of the membership at the date of the accident.—*Collins. v. Bankers' Acc. Ins. Co. (Iowa) 778.*

Fishing on a dark night is not an exposure to "unnecessary danger," within an accident policy.—Same.

A CONTEMPORARY speaks of the use of the camera by the surveyor or special agent as a new idea. On the contrary, this idea was advanced in the columns of the Coast Review many years ago by a prominent member of the Fire Underwriters' Association of the Pacific—Col. Kinne, if we remember correctly.

Additional Life Items.

THE Foresters Mutual Life Ass'n is announced at Los Angeles, Cal.

THE NATIONAL LIFE reports \$16,000,000 new business, a gain of \$1,400,000.

LOUIS A. CERF, formerly of San Francisco, has become vice-president and manager of the Covenant Mutual Life of St. Louis.

THE NEW ENGLAND MUTUAL LIFE INS. CO. gained \$2,000,000 in new business actually paid for, last year. It now has nearly \$100,000,000 in force.

THE Security Trust Co. of Philadelphia will insure "sub-standard" lives—that is, lives recommended by the examining physicians, but rejected by medical directors of regular life insurance companies.

THE Metropolitan and other industrial companies have adopted a new and uniform scale of death benefits. The sums paid at ages 2 to 10 hardly pay funeral expenses, but old granny clergymen and cinch-bill legislators shed crocodile tears over the "murdered babes" for which industrial insurance is alleged to be responsible.

THE MUTUAL LIFE made itself solid with the British public, last week—*anent* the Venezuelan dispute—by showing that its British branch has enough funds on hand to meet all claims for nine years. The war—if so foolish a thing should happen—would hardly last nine months. The Mutual Life's war record, however, leaves no room to doubt the company's readiness to deal justly with all policyholders, whether American or foreign, soldiers or civilians.

THE Life Underwriters' Association of Eastern New York has adopted a compact which covers several important practices. It is agreed that all written or oral contracts with agents shall be respected; that no employment shall be given to the agent who is indebted to the manager or company whose service he leaves, nor to the agent who has been guilty of malfeas-

ance. All competition ceases as soon as a bona fide application has been secured. Rebating and twisting are prohibited.

Washington Life's New Policy.

"The interchangeable term policy" is the name given a new contract by the Washington Life Insurance Co. This policy can be exchanged at any time for any other policy form, without medical re-examination. The new policy specially commends itself, as a term contract, to men with young children dependent on them. It provides protection in a large amount at a low rate; and in later years it may be exchanged for some policy more suited to changed conditions.

"Overhead Writing."

A special committee of the New York State Association of Local Boards made a report on "overhead writing," in which the chairman states the agents position as follows.

"The practice of ignoring the agent in his field is a stumbling block to a harmonious business alliance. The agent looks upon his commission to act in his territory as equivalent to the purchasing of a patent right or of the purchased right to sell certain goods in that territory. The agents claim that they virtually purchase the right, not with dollars and cents, but with many years' experience at their vocation: a built up trade which the companies get and which cost years of hard and patient labor to collect. He not only pays with his skill, his accumulated business, his honesty and his faithful work in all details of the business, but he earns further right to the territory through the expense he incurs, in office rent, clerical wages, solicitors' fees, advertising, etc.

The Handsomest Calendar.

It is deserving of special notice in "8-point," and we take pleasure in complimenting the Massachusetts Mutual Life Insurance Co. on its good taste as displayed in the handsomest calendar of this calendar year. There are six beautiful cards 10x11 inches, with handsome prints in colors, and quotations from famous American poets. "Hiawatha": "Suddenly from out the woodlands Hia-

watha stood before them." "Sella": "Where three fair creatures like herself were set at their sea-banquet, crisp and juicy stalks." "May-Day": "I saw the bud-crowned Spring go forth." "Maud Muller": "And blushed as she gave it, looking down on her feet so bare; and her tattered gown." "The Deacon's Masterpiece": "What do you think the parson found when he got up and stared around? The poor old chaise in a heap or mound as if it had been to the mill and ground." "The Courtin": "He stood a spell on one foot fust, then stood a spell on tother." The border sketches well repay a second glance, and, like the central pictures, are doubly interesting to anyone familiar with the poems which they illustrate.

Cesar Bertheau's General Agency.

On January 1st the Fire Association discontinued its Pacific department, recently under the management of J. M. Beck. The agency for California has been placed with Cesar Bertheau.

Mr. Bertheau now represents the Hanover of New York, the Firemen's of Baltimore, the Prussian National and the Fire Association. The combined assets of these four strong companies foot up \$12,000,000. Mr. Bertheau's general agency ranks well up in premium receipts, but takes a low rank in average loss ratio. Few agencies show an equally low loss ratio.

San Diego Fire Insurance Association.

The local agents of San Diego, Cal., have organized a board, through the efforts of J. H. Richards, who has met with gratifying success in southern California. The officers of the San Diego board are as follows: President, A. E. Dodson; vice-president, Arthur G. Nason; sec. and treas., Oliver C. Reed. The executive committee, in addition to the president and vice-president, includes D. C. Reed, F. A. Conover and Hugh J. Gwyn. Article 8 of the constitution provides that the standard of rating shall be those of the special rate books now in

use, less a uniform reduction of 20 per cent., except frame dwelling-houses, the minimum rate for which shall not be less than 50 cents. This reduction is granted because of the present efficient fire department and electric alarm system.

San Bernardino Fire Insurance Association.

Mr. Richards has succeeded in organizing a local board in San Bernardino, Cal., and old rates have been restored. The officers of the association are: S. S. Draper, president; W. J. Beaver, sec'y and treas.; L. Jacobs, J. E. Light, S. S. Draper, exec. com. All the local agents of San Bernardino have signed the constitution and by-laws, which went into effect December 28.

The Royal and Queen Special Agents.

Manager Watt of the Royal and Queen has made a few changes in his special agency corps, following the separation of the Royal and Norwich Union and the advent of the Queen.

H. R. Burke, who has had a long experience in the Northwest field, but who was transferred a year ago to southern California, will be put in charge of the department's affairs in Oregon, Washington and "the pan-handle" of Idaho. James N. Reynolds will have charge of middle and southern California and Arizona. Frank M. Gilcrest will have northern California and Nevada. John T. Fogarty will have special charge of Montana, southern Idaho, Utah and New Mexico. The place made vacant by the resignation of J. L. Fuller will not be filled. The place made vacant by the resignation of R. H. Delafield has been filled through the selection of Wm. Maris, who, under the title of special agent, will have charge of the losses and the inspection of San Francisco business and special hazards generally. Mr. Maris is a son of President Maris of the American of Philadelphia, and although a young man he has been engaged in the insurance business here and East for several years.

FIRE ITEMS.—James Burns Moffat, who recently resigned the secretaryship

of the Manchester Fire, is dead. The Scottish Union has taken over the business of the Winthrop Mutual of Boston.

Not Highly Valued.

Insurance men, seemingly, do not place a very high value on an advertisement in a daily newspaper—not, at least, on the publication of an annual statement; for we find numerous exhibits for the year ending December 31, 1894, in newspapers printed on December 31, 1895—deferred until the last day allowed by the law compelling their publication. Perhaps if the cost of these ads had been previously spent in daily newspaper advertising, in a general way, this law would not have been enacted at the instigation of daily newspaper publishers.

The Arizona Underwriters.

The organization known as the Arizona Underwriters has completed its first quarter's work. From the report of Secretary Mohrhardt of the supervisory committee we glean the following: Special ratings have been issued for Flagstaff, Globe, Mesa City, Phoenix, Prescott, Safford, Solomonville and Tucson. The expenses for the quarter and for some time yet will be defrayed by an assessment of one-eighth of one per cent. of the premiums of 1894. The form of application for a special rating, to be signed by all the agents in a town, has been found to answer the purpose admirably. It has been the rule of the committee that the promulgation of the special rating of any town shall be accompanied by a bulletin requesting local agents to call the attention of property-owners to the necessity of complying with approved methods of construction in order to obtain the lowest possible ratings. The committee has found the plan of issuing bulletins very helpful in securing the desired results.

FIRE ITEMS.—James A. Silvey has resigned the presidency of the American Fire of New York.—Adolph Loeb of Chicago is now United States manager of the Transatlantic Fire.

On Queen Victoria's Bond.

A New York daily paper of January 4th says: "Justice Beekman signed yesterday an order discontinuing a suit instituted by Her Majesty Queen Victoria of the United Kingdom of Great Britain and Ireland and Empress of India, against the Standard Asphalt Company. Her Majesty sued several years ago to recover a large quantity of asphalt taken from the island of Trinidad. The American Surety Company went on her Majesty's bond in the replevin proceedings that followed, undertaking to pay the costs in the double event that the Queen should lose the suit and fail to satisfy the judgment that might be entered against her. Both Queen Victoria and the Standard Asphalt Company have agreed upon a settlement, and the American Surety Company is no longer responsible for her Majesty's solvency."

Recent Work of the Insurance Department.

Insurance Commissioner Higgins has made a splendid record for the insurance department of California during the past year. Some of the recent work of the department we note as follows:

An investigation of the affairs of the Los Angeles Mutual Life and Accident Ins. Co. (assessment) disclosed the fact that this enterprise of F. J. Cressey was heavily in debt, and the bookkeeping was unsatisfactory. The receipts had been swallowed by salaries, and there were heavy obligations for money advanced by the officers and directors. The alternative of no salaries and of extinguished obligations was not accepted by the management, and the business was turned over to the Bankers Alliance of Los Angeles. The latter association "rushed in" and assumed the risks of the retiring company without any "consideration." The Los Angeles Mutual was incorporated January 24, 1894, and although "bound to become popular," and the undertaking of "reliable and energetic business men, each peculiarly fitted" (we quote from the prospectus) it lasted only a few months.

Judge Murphy has granted a permanent injunction in the suit of the commissioner against the Farmers Alliance and Industrial Union, better known as the State Grange. The superior court rules that the Farmers Alliance can not legally transact an insurance business. This decision is a fortunate one for the farmers of California, who otherwise would be victimized as the Kansas farmers were by a similar salary-paying so-called Farmers Alliance insurance scheme.

The Santa Clara County Mutual Ins. Ass'n has agreed to conform to the law governing beneficiary associations.

The Mutual Indemnity Co. will replace its "Investment" company bond with a \$5,000 savings bank deposit.

Permanent injunctions have been granted against the United Workmen's Alliance and the Ancient Order of Samaria. Mr. Barclay of the former let the case go by default, "because it is cheaper to start a new assessment company than to hire a lawyer." We quote Mr. B. himself.

The International Indemnity Co. will try to comply with the law as laid down by Mr. Higgins. I. P. Allen has been employed to re-write the books and assist in the work of reconstruction. The little assessment enterprise is certainly in a deep hole. The \$5,000 deposit was advanced by the president, and as an obligation it leaves the "company" insolvent.

Proceedings are pending against the Order of Pendo, Royal Fraternal Guardians, American Benevolent Legion, and Fraternal Argonauts.

Principal Coast Fires in 1895.

JANUARY.	Ins. Losses.
Halsey, Ore.	\$10,000
Spokane, Wash.	10,000
Butte City, Mont.	10,000
Keyes Switch, Cal.	11,000

FEBRUARY.	
Seattle, Wash.	\$10,000
Salt Lake City, Utah	32,000
Reno, Nev.	13,000
San Francisco, Cal.	32,000

MARCH.	
Portland, Ore.	\$16,000

Tacoma, Wash.	10,000
Denver, Col.	10,000
Laramie, Wyo.	16,000
Anderson, Cal.	10,000
San Francisco, Cal.	10,000
Susanville, Cal.	10,000

APRIL.

Portland, Ore.	\$35,000
Sedro, Wash.	10,000
Chico, Cal.	35,000
Benicia, Cal.	26,000
Redlands, Cal.	13,000
Pasadena, Cal.	150,000

MAY.

Oakland, Cal.	\$24,000
-----------------------	----------

JUNE.

Seattle, Wash.	\$27,000
Portland, Ore.	10,000
Forest Grove, Wash.	10,000
Alameda, Cal.	10,000
Millbrae, Cal.	13,000
San Francisco, Cal.	350,000

JULY.

Seattle, Wash.	\$13,000
New Westminster, B. C.	10,000
Arrowhead, Cal.	25,000
Fresno, Cal.	37,000
Madera, Cal.	10,000
San Jose, Cal.	10,000
Scotia, Cal.	70,000
San Francisco, Cal.	32,000

AUGUST.

Sprague, Wash.	\$90,000
Lowell, Wash.	12,000
Baker City, Ore.	18,000
Jefferson, Co., Mont.	30,000
Bingham, Utah	10,000

SEPTEMBER.

King Co., Wash.	\$20,000
Seattle, Wash.	33,000
Livermore, Cal.	15,000
San Jose, Cal.	32,000
Vacaville, Cal.	12,000

OCTOBER.

New Whatcom, Wash.	\$11,000
Fort Collins, Colo.	12,000
Fresno, Cal.	16,000
Marysville, Cal.	16,000
San Francisco, Cal.	10,000

NOVEMBER.

Salem, Ore.	\$17,000
Phoenix, Arizona	10,000
San Francisco, Cal.	10,000

DECEMBER.

Rexburg, Idaho	\$10,000
--------------------------	----------

Denver, Colo.	25,000
Marysville, Cal.	13,000
San Francisco, Cal.	175,000

Home Mutual Insurance Company.

A PROSPEROUS YEAR—INCREASE IN NET SURPLUS—THE USUAL HANDSOME DIVIDENDS PAID.

Notwithstanding the rate war on the Pacific Coast last year, the Home Mutual Insurance Company of San Francisco is able to report about the same income as in the preceding year, and better yet, a substantial increase in its net surplus.

The real estate owned by the company was marked down \$7,000, and the cut-rate war reduced the premium income slightly; but the total assets are only some ten thousand less, though the usual handsome dividends were paid.

The year was a prosperous one for the Home Mutual. The losses were moderate, and the income from investments was satisfactory.

The premiums last year were \$289,668; the losses were \$152,362. The income was \$335,394. The losses were about \$60,000 less than in 1894. Twelve per cent. dividends (\$36,000) were paid on \$300,000 paid-up capital.

The thirty-second annual statement is printed elsewhere, presenting in detail the figures of which the following is a summary:

Assets, \$887,018; liabilities, \$258,833; net surplus, \$328,184; surplus to policyholders, \$628,184. Since 1890 the net surplus has increased 35 per cent.

President Story and Secretary Ives and the shareholders are to be congratulated on the admirable showing of strength and prosperity which the Home Mutual makes after a year generally unfavorable to business, especially to fire underwriting in this field.

IN ENGLAND, says *Insurance Agent*, the Christmas quarter is the best of four for fire insurance agencies; and the opportunities for profitable work are suggested by the surprising fact that of 427 fires

in Manchester the buildings were uninsured in eighty-one cases and the contents were uninsured in 224.

The Phinney Case.

As narrated on page 318 of the 1895 COAST REVIEW, Widow Guy C. Phinney of Seattle obtained a verdict against the Mutual Life Insurance Co. for \$97,012, alleged to be due under a \$100,000 policy which had been canceled for non-payment of premium. Phinney had not paid his second premium when due, and when finally able to pay it he was unable to pass a new medical examination, as required by the terms of the policy. He then gave the policy to a friend to use as a canvassing document. The court instructed the jury that the defendant was liable, because it had not given the New York statutory notice of cancellation, but that it was relieved from liability if in the opinion of the jury the deceased had voluntarily abandoned the policy. It took the jury four hours to make up its alleged mind.

The company refused to pay this absurd claim, for reasons above given. On January 7 the company's counsel filed in the United States circuit court of appeals a writ of error, asking that the verdict of the Washington jury be set aside, alleging that certain evidence was ruled out, that should have been admitted.

Retired or Ceased Writing Since January 1, 1895.

Coast Prem's, 1894.

Agricultural, Watertown, N. Y.	\$ 31,439
American, New York	47,837
Broadway	16,934
Delaware, Philadelphia	47,810
Firemen's, Newark	1,572
Germania, N. Y.	41,939
Girard, Philadelphia	13,905
Glens Falls, Glens Falls, N. Y.	11,003
Mutual, New York	32,599
Merchants, N. J.	29,212
Niagara	79,445
Northwest, Portland . . . . .	...
Pacific, N. Y.	6,698
State of Salem failed . . . . .	...
Patriotic	61,379
Sun, San Francisco	150,183
Traders, Chicago	38,621
Teutonia	20,771
United States, New York, N. Y.	15,408
United Firemen's, Phila.	16,729

Marine Business of California in 1895.

NAME OF COMPANY.	LOCATION.	PRESENT SECRETARIES AND AGENTS.	RISKS WRITTEN.	PREMIUMS ON SAME.	LOSSES PAID.	RATIO LOSSES TO PREMI'S
LOCAL COMPANIES.						
+Fireman's Fund	San Francisco	J. B. Levison	\$10,461,671	\$ 138,514	\$ 91,044	65.7
Home Mutual	San Francisco	M. A. Newell	1,761,584	61,995	32,563	52.6
Total 1895			\$12,223,255	\$200,419	\$143,713	71.7
Total 1894			13,284,725	215,975	134,369	62.5
Total 1893			22,250,522	260,187	142,801	54.9
Total 1892			19,615,382	352,969	197,605	55.9
Total 1891			24,086,704	469,913	179,024	38.4
EASTERN AND FOREIGN.						
[Associated Assurance Cos.	Germany	Gutte & Frank	\$ 1,869,428	\$28,768	\$ 23,210	80.7
Austrian Phoenix	Vienna	W. H. C. Fowler	410,669	9,196	2,669	29.0
Bavarian Lloyds	Munich	Voss, Conrad & Co. . . .	1,076,447	7,792	10,513	134.9
Boston	Boston	Capt. J. N. Knowles	202,290	7,417	829	11.2
Alliance Marine	Liverpool		1,726,661	22,061	8,717	39.5
+British & Foreign	Liverpool	Balfour, Guthrie & Co . . .	13,095,661	95,455	55,366	58.0
Canton	Hong Kong	Parrott & Co	7,180,701	51,117	64,282	118.8
China Traders	Hong Kong	Williams, Dimond & Co . . .	2,315,742	11,918	425	3.5
+Commercial Union	London	C. F. Mullins	3,821,042	32,182	23,725	73.7
Federal Marine	Zurich	Gutte & Frank	1,895,388	27,231	33,539	123.1
Fonciere	Paris	Mann & Wilson	3,211,179	24,481	19,823	80.9
Frankfort Marine	Frankfort	Voss, Conrad & Co	1,076,447	7,792	10,513	134.9
General	Triest	Okell, Donnell & Co	128,097	4,006		
Indemnity Mut'l Marine . . .	London	E. C. Evans	1,209,911	18,269	10,404	56.9
+Ins. Co. of N. America . . .	Philadelphia	W. J. Dutton	1,605,548	27,464	33,742	123.9
London	London	H. M. Newhall & Co	2,625,552	22,296	9,008	40.4
London & Provincial	London	Girvin, Baldwin, Eyre	1,403,617	18,668	7,651	40.9
Mannheim	Mannheim	W. H. C. Fowler	582,650	8,177	4,739	57.9
Man On	Hong Kong	Wing, Tuck & Co	618,123	3,336	5,160	154.7
Marine	London	G. W. McNear	2,747,090	40,959	8,712	21.3
Maritime	Liverpool	Jno. Livingston	1,653,220	26,057	19,887	76.3
National Marine	London	Gutte & Frank	1,636,532	22,390	6,031	26.9
+New Zealand	Auckland	Hugh Craig	2,552,722	23,328	13,413	57.5
North China	Shanghai	Macondray & Co	6,504,972	19,887	23,356	117.4
Ocean Marine	London	H. M. Newhall & Co	2,361,175	19,279	9,442	48.9
On Tai	Hong Kong	Wing Chong Wo & Co	734,600	2,045	47,710	2,328.6
+Providence Wash'gton	Providence	W. J. Dutton	840,441	17,355	14,263	82.2
Prussian National	Stettin	W. H. C. Fowler	238,629	4,780	1,503	31.5
Reliance Marine	Liverpool	Henry Lund	1,000,919	13,733	8,407	61.2
Sea	Liverpool	Meyer, Wilson & Co	999,137	14,577	6,000	41.2
Standard Marine	Liverpool	J. D. Spreckels & Bro. . . .	6,550,908	63,395	8,927	14.0
St. Paul	St. Paul	Mann & Wilson	659,435	8,738	5,853	67.0
*Swiss Marine Combi'd	Zurich	H. W. Syz	15,314,588	100,776	79,351	78.7
+Thames and Mersey	Liverpool	W. G. Harrison	3,784,342	56,452	50,575	89.6
Tokio	Japan	M. A. Newell	486,887	12,171	7,011	57.6
Transatlantic Marine	Berlin	Thannhauser & Co	2,838,067	18,475	5,831	31.5
Union Ins. Society	Hong Kong	J. D. Spreckels & Bro. . . .	917,386	5,931	3,493	58.8
Union Marine	Liverpool	E. L. Woods	1,452,600	17,795	8,491	47.7
United States Lloyds	New York	R. B. Hooper	5,045,996	11,660	4,116	35.3
Universo Marine	Milan, Italy	Mann & Wilson	99,443	249	114	45.8
Wilhelma	Magdeburg	Gutte & Frank	7,739,898	74,873	50,019	68.1
+Western	Toronto	Fred S. Butler	1,105,545	12,836	18,765	82.6
Yangtze	Shanghai	Balfour, Guthrie & Co	2,283,242	20,487	17,423	85.0
Total 1895 (non-resident)			\$115,713,868	\$ 1,048,897	\$744,048	70.9
Total 1894			94,097,451	897,865	283,137	31.5
Total 1893			106,360,264	1,091,252	666,091	60.8
Total 1892			126,181,805	1,285,997	861,515	67.0
Total 1891			142,653,827	1,534,362	584,326	38.1
Grand Total 1895			\$127,937,123	\$1,249,316	\$887,761	71.0
Grand Total 1894			108,282,176	1,113,840	418,166	37.5
Grand Total 1893			128,610,786	1,354,439	808,892	59.8
Grand Total 1892			145,797,187	1,638,876	1,059,120	64.6
Grand Total 1891			166,740,531	2,004,275	763,530	38.2
Grand Total 1890			131,429,084	1,576,453	1,109,431	72.7

* Composed of Switzerland Marine, Helvetia General and Baloise. + Write Coast business outside of California. [Composed of Alliance of Berlin and Munich of Munich.

Table Showing California Life Business for the Year 1895.

NAME.	LOCATION.	PRESENT AGENTS.	NEW POLICIES WRITTEN.			POLICIES RENEWED.			POLICIES IN FORCE DECEMBER 31, 1895.			LOSSES AND ENDOWMENTS PAID.
			No.	Amount.	Premium.	No.	Amount.	Premium.	No.	Amount.		
*Pacific Mutual	San Francisco	Kilgarriff & Beaver	473	\$1,000,500	\$43,520	2263	\$6,258,800	\$294,156	2853	\$7,538,757	\$62,695	
*Etna Life	Hartford	H. B. Houghton	163	472,500	17,112	538	1,303,847	17,078	874	1,332,300	44,064	
Connecticut Mutual	Hartford	A. K. P. Harmon, Jr.	300	715,500	22,056	1025	5,835,500	135,611	1778	4,808,500	111,911	
Equitable	New York	Edwin Cramer	742	2,054,391	60,163	2929	12,231,709	443,993	4051	13,088,705	375,718	
Germania	New York	W. A. Jacobs	217	506,751	11,941	355	1,787,300	75,603	1903	2,008,500	113,787	
Home Life	New York	W. H. Dunphy	211	474,692	16,161	358	1,166,000	41,512	601	1,338,000	61,169	
Manhattan	New York	Jno. Landers	147	624,482	20,225	880	2,883,784	116,695	1319	3,047,000	84,169	
Massachusetts Mutual	Springfield	C. M. T. Parker	100	208,000	6,886	244	537,000	18,172	344	746,000	8,129	
Mutual Benefit	Newark	Jas. B. Forbes & Son	169	578,750	21,173	756	2,879,150	114,015	1053	3,732,138	80,277	
Mutual Life	New York	A. B. Stolp	1708	4,966,201	224,192	5129	19,359,800	865,453	8308	26,466,462	66,248	
National	Montpelier	H. K. Field	235	501,121	17,825	612	1,870,000	58,994	875	2,071,131	13,000	
New England Mutual	Boston	G. M. Stolt	250	522,500	25,487	1761	4,847,250	186,204	2457	6,100,750	9,003	
New York Life	New York	Chas. A. McLane	1353	3,696,670	138,529	3357	11,166,000	595,200	4814	18,304,676	288,048	
Northwestern Mutual	Milwaukee	Clarence C. Smith	333	681,680	25,419	2124	6,102,025	185,554	2774	6,644,795	80,352	
Penn	Philadelphia	E. H. Hart	241	705,000	22,278	682	2,102,000	79,629	923	2,808,000	58,112	
Provident Savings	New York	Geo. C. Pratt	397	635,617	20,478	1105	3,285,300	32,167	1412	3,694,007	8,800	
Travelers	Hartford	W. W. Haskell	81	231,307	6,725	387	1,041,578	32,938	401	1,391,045	31,000	
Union Central	Portland	F. A. Archibald	114	256,600	7,572	287	668,432	28,614	401	946,432	9,000	
United Mutual	New York	W. C. Leavitt	245	440,000	14,539	385	860,000	30,412	770	1,504,185	16,858	
United States	New York	John H. Gray	1	5,000	76	158	356,380	7,848	159	401,800	17,000	
Washington	New York	John H. Gray	20	20,187	576	182	455,760	18,012	273	541,200	13,313	
Phoenix Mutual	Hartford		54				127,850	3,791	112	173,334	8,862	
Totals for 1895			7618	\$10,485,730	\$371,981	26,165	\$87,519,615	\$3,325,482	37,576	\$113,575,000	\$1,072,365	
Totals for 1894			7740	22,683,175	830,325	26,444	81,721,263	3,255,982	37,181	113,662,916	1,013,243	
Totals for 1893			7841	24,431,514	993,318	23,249	82,324,914	3,261,835	34,803	112,802,596	2,093,826	
Totals for 1892			7471	26,150,873	1,068,761	20,132	75,958,561	3,028,067	30,852	107,112,925	1,591,897	

* Does not include accident or industrial business.

California Life Business, 1895.

Last year's returns, which are printed in the adjoining column, indicate that the life insurance men of California did not find a helper, in the prevailing hard times.

Nearly one hundred fewer new policies were written, and the amount of new business was over three millions less, than in the year before. Insurance in force, after paying \$1,972,395 losses and endowments, made a small gain.

Policies renewed are much larger in volume. An unusually large amount of the '94 new business, it is evident, lapsed during '95. A good deal of this lapsed business was doubtless "twisted."

Thirteen offices made gains in new business, to-wit:

Ætna, Connecticut Mutual, Home, Mutual Benefit, Mutual Life, National, New England, Northwestern, Provident Savings, Pacific, Travelers, and Union Mutual.

Seven offices report less new business. The falling-off of new business of two offices, the Equitable and the New York, was greater than the total loss of all companies.

THE Union of Arcata, Cal., says: "Outside agents for insurance companies do not consider it part of their business to inquire into suspicious circumstances about a fire. It is their business to liberally adjust the loss, give a check for the amount and make that matter public through the papers. That is what they call business. It may be 'business' with them, and may add more policies and entail more risks, but if these agents would show the same industry in inquiring into the origin of fires that they do in paying damage created by them, they would but discharge a duty they owe the companies they represent and to the community where they do business." This, at least, is in refreshing contrast to the newspaper criticism of the companies for their alleged illiberality in adjustments.

Good Crops Assured.

Copious rains have fallen in California recently, thus assuring bountiful crops and good times for fire insurance men if good rates are maintained.

Okell, Donnell & Co.

This San Francisco agency firm wrote \$212,731 in premiums last year, as follows:

Fire	\$ 68,148
Liability, Casualty, etc.	140,577
Marine (3 months)	4,006

Messrs. Okell, Donnell & Co. represent the General of Trieste, the Patriotic of Dublin, the Employers Liability of London, and are city agents of the Westchester, Franklin and North British.

Coast Losses of Retiring Companies.

Our totals include the losses paid by retiring companies, before reinsuring. The subsequent losses, and the premiums, are included in the reinsuring companies' figures. These extra losses are as follows:

American, N. Y.	\$ 5,896
Agricultural	2,806
Delaware	8,543
Glens Falls	3,537
Girard	1,627
Merchants, N. J.	8,877
Niagara	5,180
Pacific	2,998
Sun, S. F.	20,105
Teutonia	3,542
Traders	9,509

Norwich Union's New Department.

Manager Lowden has established the new Coast department of the Norwich Union at 308 Pine street, and, as stated elsewhere, has appointed J. L. Fuller assistant manager. R. H. Delafield has been employed as special agent. Mr. D. has had several years' experience as special and as local, and is especially familiar with the San Francisco district.

The Norwich Union is one of the oldest and soundest insurance companies in the world. It has six million dollars assets and two-and-a-quarter millions dollars net surplus, and a record of forty-five million dollars fire losses paid. The annual premium receipts, all fire, are five

million dollars. Next year this great company will be one hundred years old.

Many Thanks.

The publisher of the COAST REVIEW wishes to express his thanks to the advertisers and subscribers who have continued their patronage during the trying year that is past. There are better days just ahead, for Coast insurance men as well as for the country at large, we hope and believe. The "silver lining" is broadening, and everybody is justified in taking a hopeful view.

California Accident Business.

New premiums increased largely, likewise insurance in force. Nearly all the companies report gains in new business. The Union Casualty, however, lost heavily. Its insurance in force fell from \$2,959,139 to only \$624,491. The COAST REVIEW'S "roasts" of the Union Casualty, obviously, were not without their due effect.

The San Francisco Fire Patrol.

On January 16th the annual meeting of the patrol was held. The old board of directors was re-elected, as follows: Wm. Macdonald, N. T. James, Geo. W. Spencer, V. C. Driffield, John Scott Wilson, Rudolph Herold Jr., Chas. A. Laton. Officers were elected as follows: President, Chas. A. Laton; vice-president, V. C. Driffield; secretary and treasurer, Rudolph Herold Jr. This is the twentieth time Mr. Laton has been elected president of the patrol, and the eighth time Mr. Herold has been elected its secretary.

As is well known, the large falling off of city premiums compelled the reduction of the patrol force, station No. 2 being abolished. The district of station No. 1 has been made co-extensive with the city fire limits. The present force comprises Supt. Comstock, one lieutenant, one sergeant, seven privates and four auxiliaries, making fourteen patrolmen in all. During 1895 458 bell alarms, 36 still alarms and 32 false alarms were responded to: 1403 covers were spread: and altogether the patrol were 409 hours in active service.

The Firemans Fund Insurance Company.

THE LEADING COMPANY IN CALIFORNIA AND
COAST PREMIUMS—LARGE GAINS IN ASSETS
AND NET SURPLUS.

The annual statement of the Firemans Fund Insurance Company of San Francisco will attract more than usual attention this year. The general confidence felt in this strong company and its management receives even more than usual confirmation in a comparison of the figures of January 1st with those of the preceding year. The past year was a very prosperous one for the Firemans Fund. The only trace of the war in the Pacific Coast field is found in a comparatively small loss in premium income.

Over \$228,000 was added to the assets, and the net surplus gained \$141,000. The slightly depressed condition of the real estate market was recognized by a reduction of several thousand dollars in the value of the company's real estate.

The total premiums last year were \$1,640,879. The fire loss ratio was less than 50 per cent.

Stated in round numbers, the Firemans Fund now has three and one half million assets, of which nearly a million is net surplus and nearly two millions is surplus to policyholders. The prosperous growth of this California company is admirable, and to those unfamiliar with the management and record of the company this steady advance in assets and reserve and surplus must be wonderful. In the past ten years the Firemans Fund has doubled its assets, trebled its reinsurance reserve and quadrupled its net surplus.

In Pacific Coast premiums the Firemans Fund stands at the head, with an aggregate of \$534,831; and it also leads in the amount of California premiums. Nearly all the loss of Coast premiums, resulting from the cut-rate war, was on California business. The average Coast premium rate of the Firemans Fund is virtually the same as in the year before "the war." The Coast loss ratio was only 40 per cent. last year.

The details of the flattering thirty-third annual statement of this very successful

local company are presented elsewhere in this number.

San Francisco Losses in 1895.

The total of fire losses in San Francisco during the past year was \$1,277,080, of which \$476,344 was on buildings and \$800,736 on contents. The insurance losses paid were \$953,746. The uninsured losses were \$321,056, or over one-fourth of the total. The insurance paid was divided thus: on buildings, \$363,066; on contents, \$590,680. The average insurance loss ratio on San Francisco business was 60 per cent. San Francisco city premiums fell off some \$700,000, or nearly half of the entire loss in premiums in California last year.

Fire Underwriters Inspection Bureau.

The bureau has completed its tenth inspection, and the eleventh inspection is in an advanced stage. During the past year, 21,204 buildings were inspected: 203 special hazards were also inspected. The preventable fires were 7 per cent. of whole number of fires in the city. Before the bureau was started the preventable fires were 40 per cent. The average in other Coast cities where there are no inspection bureaus is about 25 per cent. In Los Angeles last year there were 29 gasoline fires, in San Francisco only five. In the latter city there are strict laws regulating the use of gasoline. Larger mains have been laid by the water company, and 538 additional hydrants put in. The expense of maintaining the bureau was six-tenths of one per cent. of the city premiums.

PRESIDENT MCCURDY of the Mutual Life wrote a story, "An Incident in the Life of a Life Insurance President," which appears in the Christmas *Independent* of New York. It is a story of a fraud practiced by a medical examiner who was a suitor for the hand of a fair lady whose other suitor applied for a policy in, let us say, the Greatenormous Life Ins. Co. The cunning doctor's false report led to the rejection of the application, and the wise father of the young lady refused his assent to her marriage with a man who

could not pass a medical examination. Of course the rough current of true love ran smoothly in the sequel.

Praise for the San Francisco Fire Patrol.

Levi Strauss & Co., whose property was endangered at the Battery street conflagration, wrote to Capt. Comstock, expressing thanks for the services of the patrol. "We are pleased to say," writes Mr. Strauss, "that notwithstanding our close proximity to the fire (on adjoining premises) we have suffered no damage whatsoever, which was to a great extent due to the patrol's efforts. The patrol has demonstrated its incalculable value."

Pacific Coast Fire Business in 1895.

By a short delay we are able to insert in the January COAST REVIEW our customary tabular statement of the Pacific Coast fire business of 1895, in a supplement next to the cover. We know our readers wish to see this statement as soon as possible.

The Coast premiums are \$2,700,000 less than for 1894. Fortunately, the losses are \$300,000 less; but the average loss ratio was 53 per cent. on the Coast. The outside territory's premiums are \$1,100,000 less. Making allowance for depressed times, at least \$800,000 of this loss is to be charged to the rate war.

California premiums are \$1,600,000 less. Making the same allowance for hard times, \$1,250,000 of this loss is to be charged to the rate war.

The loss ratio in California was 60 per cent., in the outside territory only 45 per cent., and on the whole Coast 53 per cent.

The average premium rate for the Coast has dropped from 1.95 to 1.50; in California, from 1.67 to 1.30. Discussing this phase of the figures, however, we must make allowance for the increased term business and the enormous cancellations, which cause an increase of premiums without a corresponding increase of amount written. The decline in the average premium rate is due to the fight in California: the average premium rate for the outside territory is the same for 1895 as for 1894.

The underwriters made no money in California last year. They made none in San Francisco, either. The actual results can of course be told only when the increased term writings are "run off."

Experiences vary much. Some of the most conservatively managed offices were peculiarly unfortunate in the matter of losses. Many offices have been content to hold their business by meeting cuts; other offices have evidently competed warmly for new business.

The figures as a whole may be cited in evidence of two declarations, to-wit: that nothing is to be gained by delaying reorganization, and that further delay implies further loss.

Assessment Insurance in California, in 1895.

New insurance written, \$12,239,413, a loss of \$14,000,000; insurance in force, \$37,728,924, a loss of \$4,000,000. The Bankers Alliance wrote \$6,733,750 new business, against \$2,048,750 the year before, and yet has over a million less insurance in force, and fewer policyholders. The Bankers Life of Des Moines reports \$314,000 increased insurance in force. The Mutual Reserve Fund wrote only \$569,000 new business, against \$6,844,150 in 1894. The insurance in force is less. The Northwestern Masonic's new business dropped from \$9,445,000 to \$507,500. Covenant Mutual's new business fell off over one half. It was a bad year for our assessment friends.

United States Fire Losses.

	1895.	1894.	1893.
January	\$12,000,000	\$12,000,000	\$18,400,000
February	13,000,000	11,000,000	11,500,000
March	14,500,000	11,000,000	17,400,000
April	11,500,000	12,000,000	14,200,000
May	8,500,000	12,000,000	10,900,000
June	9,500,000	10,000,000	13,600,000
July	9,000,000	15,000,000	14,600,000
August	10,000,000	14,000,000	14,700,000
September	11,000,000	13,000,000	12,700,000
October	14,000,000	10,000,000	13,000,000
November	10,500,000	11,000,000	12,100,000
December	11,000,000	13,000,000	14,000,000
Total	\$134,500,000	\$144,000,000	\$167,600,000

—The *Spectator* will soon issue a catalogue of the insurance publications of the United States.

The Situation.

The fire underwriters of San Francisco continue to meet and discuss a projected reorganization. The progress made is neither rapid nor smooth. Compensation, as usual, is a serious obstacle. Non-intercourse in some form is again an issue; and the situation is still further complicated by a difference of opinion as to the voting representation in the board, some favoring the proposition to vote by companies instead of by agencies. It is hardly possible that, ultimately, any of these differences will prevent reorganization. The credit evil should receive attention in the work of reorganization, and be minimized by some effective regulation.

In our tabular statement of Coast and California business there is an abundance of material for impressive arguments for immediate reorganization; and it is not too much to hope that the home offices themselves will be persuaded thereby to lend a helping hand in the difficult work of reorganization on the Pacific Coast.

It is obvious that disorganization is responsible for tremendous losses, especially in San Francisco and the remainder of California. Surely, in the face of "the returns," the underwriters of San Francisco will continue their efforts to reorganize with renewed resolutions to succeed, and with confidence in the strong support of their principals in the East and Europe.

No essential sacrifice in forming and maintaining a board can equal the sacrifice of profits if there is no board. Look at the figures! Compare the totals and loss ratios of 1895 with those of 1894.

Fresno and Oakland, Cal., fire departments are "kicking" because forth-class La France engines were sold to them as third-class.

Phoenix of London.—The German insurance papers print the following figures of the Phoenix Assurance Co. of London, for the year ending March 25. Premiums, \$3,170,000; losses, \$3,228,830; assets, \$7,812,775; surplus funds, over reinsurance reserve and other liabilities, \$4,301,755. The premiums gained, and the loss ratio was reduced 6 per cent. The Phoenix has two and a half millions invested in this country. Butler & Haldan are the Pacific Coast general agents.

Table Showing the California Business of Accident and Employers' Liability Insurance Companies for the Year 1895.

NAME	LOCATION.	PRESENT AGENTS.	NEW POLICIES WRITTEN.		POLICIES RENEWED.		POLICIES IN FORCE DECEMBER 31, 1895.		LOSSES PAID.	
			No.	Amount.	Premium.	No.	Amount.	Premium.	No.	Amount.
Alma Life.	Hartford.	J. H. Stevens.	769	\$ 3,101,500	\$ 8,619	117	\$ 6,70,000	\$ 1,590	679	\$ 3,041,500
Employers' Liability.	London.	Okell, Donnell & Co.	210	19,570	19,570	117	6,70,000	1,590	210	19,570
Fidelity and Casualty.	New York.	S. C. Pardee.	750	5,218,300	10,230	616	4,130,000	10,672	1214	7,794,300
Frankfort	Frankfort.	Voss, Conrad & Co.	326	2,267,500	10,230	616	4,130,000	10,672	370	2,190,000
London Guarantee & Acci	London.	J. D. Maxwell.	311	5,837,500	1,908	659	3,374,000	12,838	341	1,287,500
Pacific Mutual Life.	San Francisco.	F. W. Voegt.	390	7,813,700	62,181	659	3,374,000	12,838	2942	8,153,600
Pacific Surety.	San Francisco.	E. S. Fowler.	1754	1,366,791	7,000	437	4,224,000	6,760	481	1,111,011
Preferred Accident.	New York.	Cadman & Kittie	270	11,841,600	6,105	41	78,000	280	1920	9,812,000
Standard Life & Accident	Detroit.	W. W. Haskell.	2020	8,553,200	28,939	181	2,015,000	8,791	481	2,048,800
Travelers	Hartford.	W. W. Haskell.	2020	8,553,200	28,939	181	2,015,000	8,791	1047	7,193,700
Union Cas. & Surety Co.	St. Louis.	J. D. Maxwell.	258	1,231,512	7,011	193	1,508,500	624,291	215	624,291
United States Casualty.	New York.	J. D. Maxwell.	193	1,508,500	3,771	193	1,508,500	3,771	193	1,508,500
Totals for 1895.			12147	\$47,185,913	\$323,677	2134	\$41,478,000	\$10,852	11713	\$15,807,485
Totals for 1894.			13161	\$6,610,698	\$66,861	2638	\$11,832,200	\$1,296	7351	\$15,478
Totals for 1893.			13502	\$7,674,037	\$28,227	3390	\$14,912,000	\$1,220	5836	\$20,734,950

* Just appointed agent.

Our Digest of Recent Insurance Decisions.**Fire.**

1. *Monteleone v. Royal Ins. Co. La. S. C.*, 18 S. R. 472.

CONDEMNATION TOTAL LOSS.

When the building insured is so injured by fire as to be made insecure and a menace to life, is condemned by the proper authorities, and any attempt to repair it is prohibited by them, the insured may claim a total loss, although the building, when insured, was not sound.

In such case the indemnity of the insured is not useless repairs, but the value of the building.

CONNECTING WALLS.

An insurance on front and rear building covers connecting walls.

o o o

2. *Phoenix Assur. Co. v. Coffman, Tex. C. C. A.*, 32 S. R. 810.

WATCHMAN ASLEEP

The application for insurance on a mill contained an agreement by insured to "have a watchman on the premises at night and on Sundays, and at all times when work is suspended." The policy recited that "it is warranted on the part of the insured that a watchman shall be kept on duty at night, or this policy shall be void." Held, that insured, by employing a reliable watchman and charging him with the duty of watching the premises, substantially complied with the contract in that respect, though the watchman may have been asleep at the time of the fire.

INCUMBRANCE—LIABILITY.

Where the agents of a company, having power to issue and cancel policies, allowed a policy to remain in force after notice by insured of the existence of an incumbrance on the property, the company cannot, because of such incumbrance, avoid liability for a subsequent loss.

WATCH CLOCK.

In his application for insurance on a mill, insured agreed to put in a suitable watch clock or detector. The insurer, knowing that such clock had not been put in, made out and delivered the policy. Held, that the insured was entitled to a reasonable time thereafter to put in the clock.

AGENT'S KNOWLEDGE.

Defendant's agent, knowing that other companies had refused to insure plaintiff's mill property, made out an application for insur-

ance thereon, and procured one of the employes in the mill to sign it for plaintiff. The application stated that no other company had ever refused to insure the property. Held, that such statement did not defeat the liability of defendant on the policy.

o o o

3. *Georgia Home Ins. Co. v. Stein, Miss. S. C.*, 18 S. R. 414.

INCUMBRANCE.

Where the company consented to a mortgage on the insured property, a subsequent renewal of the mortgage will not work a forfeiture under a condition against further incumbrance.

Where the company consented to a mortgage on the insured property, and such mortgage was payable in installments, a subsequent rel oan to the mortgagor of an installment after payment by him, and the taking of a mortgage therefor, do not increase the incumbrance, so as to work a forfeiture under a condition against further incumbrances.

A mortgagee to whom a policy of insurance is expressly payable is not bound by an arbitration to which he was not a party, made between the insured and the company.

o o o

4. *Pool v. Milwaukee Mechanics Ins. Co. Wis. S. C.*, 65 N. W. R. 54.

ADDITIONAL INSURANCE CO-INSURANCE.

A policy provided that it should be void if insured procured additional insurance on the same property without consent to be indorsed on the policy, or added thereto, and that defendant should not be liable for a greater proportion of any loss than the amount of the policy should bear to the whole insurance. A written statement, of even date with the policy, was attached thereto, that "if, at the time of the fire, the whole amount of insurance on the property covered by the policy be less than 80 per cent. of the actual cash value thereof," defendant should "be liable for only such proportion of the damage as the amount insured by the policy shall bear to the 80 per cent." of the cash value. Defendant's agent, who made the contract, himself procured the placing of additional insurance on plaintiff's property. Held, that the writing attached to the policy impliedly authorized additional insurance.

INCREASE OF HAZARD—NEGLIGENCE.

Whether the use of certain inflammable sulphur candles by insured, to fumigate the goods covered by insurance, increased the

hazard by means within his control or knowledge, within the prohibition of the policy, is a question of fact for the jury.

A company is not relieved from liability on its policy for loss by fire merely because insured was negligence.

5. Manchester Fire Assur. Co. v. Glenn, Ind.
A. C. 41 N. E. R. 847.

ASSIGNMENT OF INTEREST.

An assignment of a policy of insurance made with the consent of the company's agent creates a new contract between the company and the assignee, the terms of the old policy being the basis thereof.

A company may waive the indivisibility of one of its policies.

Defendant company issued a policy of insurance on a certain store building, owned by a partnership, and the fixtures and stock therein, owned by one of the members of the firm, knowing at the time that the ownership was thus divided. Subsequently the fixtures and stock were sold, and defendant's agent drew up a form of assignment, which was signed by the vendor, transferring his interest in the policy to his vendee. Held, that the assignee might recover on the policy.

6. Orr v. Hanover Fire Ins. Co. Ill. S. C., 41
N. E. R. 854.

ASSIGNMENT.

Under a clause providing that the policy shall be void "if the property, or any interest therein, be sold or transferred," a general assignment by the insured for the benefit of creditors avoids the policy.

Chips.

—The Lloyds are repudiating loss claims.

—The Queen will erect an office building in New York.

—Salmon canneries are now under the jurisdiction of the various local boards of British Columbia.

—Thos. J. Conroy, special agent for the Hartford at Portland, Or., spent the holidays in San Francisco.

—H. C. Ewing, with the *Post-Intelligencer*, has purchased an interest in the agency firm of Calhoun & Co., of Seattle.

—Richard Collier, a San Francisco life solicitor, was recently arrested and fined \$10 for riding on a scalper's ticket.

—Watson & Gilbert are the new agents of the London Assurance in Denver, having bought out K. A. Pence & Co.

—Several hundred citizens of San Diego, Cal., have petitioned the authorities, asking for the appointment of an oil inspector.

—The Springfield (Geo. D. Dornin, Coast manager) added \$277,000 to its assets last year, and increased its net surplus \$102,000.

—E. S. Stilson, representing the Bankers Life Association in this state, has resigned. His successor will doubtless remove the general agency from Los Angeles to San Francisco.

—The Caledonian's United States branch has undergone an examination by the insurance department of New York state. An increase in surplus is shown. In ten months \$58,542 was remitted to home office—\$14,345 from Pacific Coast department.

—To Special Agents.—We have a list of local agents who subscribe for the COAST REVIEW, take it regularly from the postoffice, and finally, after a bill has been sent to them, have the postmaster notify the publisher that the book has been "refused." We do not believe that these agents are honest; and special agents may find our list serviceable as indicating probable defaulters.

—The Berliner Case.—The insured had a \$10,000 accident policy which did not cover the hazard of locomotive riding. When the insured rode on the engine he voided his policy, as expressly stipulated. The Travelers, the defendant in this case, is too great a company to resist such a claim if the plain conditions of the contract were not in its favor. Mr. Berliner lost his life because he deliberately rode on a locomotive in Mexico, in company with a drunken engineer.

—The San Francisco Life Underwriters Association met in regular session on January 10, with Vice-President Landers in the chair. Letters of resignation were received from F. A. Noyes and A. K. P. Harmon, but action thereon was deferred. The officers for the ensuing year were elected, as follows: President, John Landers; vice-president, John H. Gray; secretary, G. C. Pratt; treasurer, W. A. Jacobs; executive committee, Clarence M. Smith, Chas. McLane, W. C. Leavitt. Resolutions of sympathy with Henry K. Field and F. A. Archibald, with hopes for their speedy recovery, were adopted.

—The Milwaukee Mechanics (L. L. Bromwell, Coast manager) added \$146,000 to its assets last year. The net surplus gained \$60,000.

—Manager Landers of the Manhattan Life has been elected to serve the people on the San Francisco grand jury. Mr. Landers will make a stanch and faithful juror.

—Manager Geo. F. Grant of the London and Northern visited Chicago last month to meet in consultation the general manager of the Northern, H. E. Wilson of London.

—J. D. Coleman of Portland, Or., special agent of the North British for the Pacific Northwest, visited 'Frisco during the holidays. Mr. Coleman was a guest at the Christmas High Jinks of the Bohemian Club, which he enjoyed very highly.

—The Liverpool & London & Globe's familiar calendar is out. The new "back-is-piece," by Col. Kinne, furnishes valuable information regarding the metric system, the only scientific method of measuring. On the front, Father Time still has that glass poised in air, but if it contained something besides sand it wouldn't be there.

—If there are any field men on the Coast whose names do not appear in this issue under the head of "Directory of Fire Insurance Field Men," please send name and address. If there are any who do *not* subscribe for the COAST REVIEW please do so at once, and send us three dollars with the order.

Yours truly, THE PROPRIETOR.

—Brown, Craig & Co. send out a handsome calendar of the Phenix of Brooklyn. The calendar card has an engraving from a photograph—a child, a camera and a big Newfoundland dog. With finger upraised the child is supposed to be saying to the dog, "Now look pleasant, please." This has an application to Coast fire underwriters. For the next year or so they should "Pay up and look pleasant, please."

—How long will it take the Eastern insurance press to find out that the Royal Exchange has now, and has had for four years past, a United States manager. His name is Robt. Dickson, and his office is 501 Montgomery street, San Francisco. When his successor is appointed, if such an unexpected thing should happen, THE COAST REVIEW will duly announce the same. A United States manager of a foreign fire insurance company does not necessarily have to *reside* in New York.

—J. G. Edwards is in Bakersfield, Cal.

—Frank M. Avery has been appointed special agent of the Fire Association, of which Cesar Bertheau is now general agent.

—Manager Hugh Craig of the New Zealand was elected president of the Chamber of Commerce of San Francisco, for the coming year.

—Will Annex Hawaii.—General Agent W. J. Callingham sailed for Honolulu on the steamer Alameda, January 9. He goes to Hawaii to open up agencies for the Scottish Union.

—Messrs. Delger & King, 21 Sansome street, San Francisco, have been appointed general agents of the Bankers Life Association of Des Moines, vice E. S. Stilson, Los Angeles, resigned.

—Clarence F. Briggs, superintendent of the Pacific Coast department of the Standard Life & Accident Ins. Co., is in the city. Mr. Briggs' department includes California, Oregon, Washington and Idaho.

—Our Field Men's Directory is reprinted this month, corrected to date. Field men and others interested are requested to notify us of changes in the future, as it is the publisher's design to print this compilation from time to time.

—J. S. Winchester, attorney, of Portland, announces in the COAST REVIEW that he makes a specialty of insurance law. As he is a reader of Our Legal Digest we know he keeps the run of all the recent insurance decisions of the courts.

—In the case of Henry C. Gesford against Insurance Commissioner Higgins the demurrer of the latter has been sustained by Judge Sanderson. The commissioner is charged with the unpardonable offence of accepting a railroad pass. This being a criminal offence, under the laws of California, the averment on information and belief was not sufficient, and Mr. Higgins scores a big victory.

—The Fireman's Fund always presents its friends with acceptable holiday reminders, but this year it excels its own record in a selection which will long be preserved in agreeable remembrance of the company and its officers, with reciprocal good wishes. A handsome four-bladed knife, in a leather pouch, will not in this case "cut friendship." On one side of the knife is "Compliments Fireman's Fund Insurance Co. for 1896," in raised letters; on the other side is a relief figure of a fireman rescuing a child.

—Look at your label! Jan. 96 looks well, and Jan. 97 looks better.

—Manager Stillman of the Northwest Insurance Association is in town.

—Several articles, including the second chapter of Coast history, go over till February.

—Wm. G. Oberteuffer, Seattle, is the new manager of Manhattan Life for Washington.

—Mr. James of Milwaukee says he is in for war on the Coast. We thought he was out for something.

—The Continental (W. S. DuVal, Coast manager) is now a seven-millionaire company, with over two millions net surplus. Gain in assets, \$466,000; gain in net surplus, \$113,000.

—The United Workmen's Alliance, established in San Francisco last year by E. C. Barclay, has gone glimmering, and the organizer has deliquesced. We thought Barclay was made of sterner clay.

—We have been waiting for it. We knew it was coming. Patiently scanning our exchanges we find the dignified *Vindicator* printing a reference to the Mrs. Getz battle with St. Louis fossils, under the shocking headline, "Getz Gets There."

—Fred S. Case, proprietor of the *Insurance Sun*, a San Francisco monthly organ of assessment insurance, died last month. Mr. Case founded the *Adjuster* of this city, in connection with the Fidelity Mutual Aid Association. He also established one or two assessment benefit associations and turned them over to a Dr. Davies, if we are correctly informed. After the Civil War, in which he was severely wounded, Col. Case was a solicitor for various fire and accident insurance companies in the East.

—H. N. Bryant, manager at Seattle for the M. R. F. L. Ass., advertises blackly and as one having theological knowledge, that "God hates a coward." He is particularly severe on H. C. Bowen and his *Independent*. Bryant does not attempt to answer the charges brought by the New York religious weekly. Whether they are true or not we do not know, but they are severe enough to make one manager squeal "blackmail." We remember, however, with satisfaction that the *Independent* and the *Coast Review* were the only journals which exposed and assailed the fraudulent Mutual Benefit Life Association, now dead, but not forgotten by widows and orphans.

—J. H. Ankele, special with the North German, returned home last month from a four months' trip through Montana, Colorado and New Mexico.

—The Condon (Ore.) *Globe* contains this Arlington item: James Edwards, the insurance agent, recently skipped out, leaving quite a hotel bill unpaid, and owing his company several hundred dollars.

—Manager F. A. Archibald of the Union Central has been seriously ill at his home in Oakland for the past month or so. For a time a fatal termination was feared, but there is now good ground for the hope of a speedy recovery.

—The New York Life Ins. Co. favors us with a copy of its handsomely printed semi-centennial history. It is an interesting work of some 400 pages. We shall find room for quotations in future numbers. The author is James M. Hudnet.

—Robert H. Delafield, formerly with city department of the Royal and Norwich Union, has been appointed by Manager Lowden special agent for the Norwich Union. Mr. Delafield is an industrious worker and a competent field man. At present Mr. D. will give special attention to San Francisco business.

—Frank M. Avery, special agent of the Fire Association on this Coast, has been transferred to the Chicago department of the company. Mr. Avery will do special work in Colorado, Montana, Kansas, etc. Manager Cunningham is to be congratulated on the acquisition of so valuable a man to his special agency staff. Mr. Avery is an energetic and competent special and adjuster, and his many friends on the Coast will regret to learn of his transfer, but he takes with him the good wishes of all with whom he has come in contact, including the *Coast Review*.

—Our readers will learn with regret that a cablegram has been received by the head office of the New Zealand Ins. Co., from Calcutta, announcing the death of Mr. Warwick Weston, its general manager, on board the P. and O. Company's steamer Rome, while en route from Australia to Ceylon. Mr. Weston was for many years inspector of the New Zealand, and upon the death of General Manager Pierce some years ago he was promoted to general manager of the company. He was a genial gentleman, a competent underwriter, and one of New Zealand's most prominent citizens.

—The American of Newark (Balfour, Guthrie & Co.) increased its net surplus \$152,000 last year.

—The Transatlantic Fire's American headquarters are to be transferred from New York to Chicago.

—Did you hear the rustling of newly-turned leaves on New Year's Day—on California, Pine, Montgomery and Sansome streets?

—Policies are being canceled in Decoto, Cal., because of suspicious fires. At the Ribeva store fire no boot-heels were found. Heels do not burn. Ergo, robbery and arson.

—Montana and Utah have been transferred from the Chicago department of the Springfield to the Pacific department under Manager Dornin. This is as it should be. Both states are Pacific territory, and can be best handled by Pacific underwriters.

—*Inglestide*, the United States Life's bulletin, combines a Christmas number and almanac, with charming effects. The case of Ignorance; Prejudice, Poverty, et al. v. Life Insurance, Supreme Court of Intelligence, 16 I. A. 12-7, is a clever bit of pleading.

—The Holiday Chronicle (of New York) is "a beaut." The illustrations are highly suggestive, especially that of Bridget disappearing in the skies with a piece of an exploded kerosene-oil can in her hand. The contributions are all readable. "High Commissions," by W. H. S. Whitcomb, is intensely personal.

—The Marysville (Cal.) *Appeal* has coined the word "selvidge," and it says that Peter Outcalt intends to adopt the "profession" of "intervenor between the insured and the insurance company"—in more expressive words, "a bumper for the use of the insured parties who know nothing of the tricks of the business." Thus Mr. O., according to the reporter.

—J. M. Beck, late manager of the Pacific department of the Fire Association of Phila., has been transferred to a clerkship in the Chicago office of the company. Mr. Beck was "born in Kentucky," but so far as his insurance goes he has made a signal failure in every position which he has attempted to fill on this Coast. We are informed that he has a contract with the Fire Association which will not expire for a year or two, hence the transfer to Chicago. The company and Mr. Cunningham have the heartfelt sympathies of Pacific Coast underwriters.

—"Loosen up" now.

—Pendleton, Ore., is to have a new insurance map.

—W. J. Callingham issued a pretty holiday card with greetings, as usual.

—The Rocky Mountain department of the Niagara has been transferred from Denver to Chicago.

—The Franklin of Philadelphia (Ed E. Potter, general agent) increased its net surplus last year.

—The German-American (Geo. H. Tyson, general agent) added \$340,000 to its assets last year, and increased its net surplus \$556,000. These are remarkable gains. The German-American now has nearly two and a quarter million net surplus.

—Advices to General Agent Herold are to the effect that the United States branch of the Hamburg-Bremen has had the best year in its history. In California the company "held its own," and increased its business on the Coast, with a loss outgo of only 43 per cent.

—The *Insurance Press* is out with a holiday number too, with a list of well known contributors, beginning with Manager Beddall of the Royal, and including President Seward of the Fidelity & Casualty and other prominent underwriters and other writers. Mr. Beddall touches on the foreign companies at the Chicago fire, on the Henry Evans retaliatory pamphlet, etc.

—Here is a "chip" that is a chip—from a ship that didn't have to pass in the night. Messrs. Belden and Palache of the Hartford Fire send out a war-like holiday reminder—a dagger, no, a paper knife made from the wooden walls of the stanch old ship Hartford. It is a relic which will be highly prized by the friends of both Hartfords. The block from which the paper-cutters were cut can be seen in the Hartford office on California street.

—Gen. Josiah Howell, formerly general agent of the New York Life Ins. Co. for Australia, has resigned that position and is now in San Francisco. When he left Sydney Gen. Howell was given a "bon voyage" by his fellow members of the Athenæum Club. The speeches contained highly eulogistic references to the guest, the general. The menu, we observe, has no kangaroo steak, which, to an American, is a surprising omission. The list of those present includes the names of many distinguished Australians.

F. J. Alex. Mayer, of Portland, Ore., was in San Francisco in December.

—Fred S. James & Co., a well known Chicago firm, have been appointed Cook county agents for the Royal Exchange.

—April, 1894, *Coast Review*.—We are short of this number. If you do not care to preserve this number please send it to us.

—The Washington Life Ins. Co. issues a large serviceable office calendar this year, in lieu of the company's gem almanac, we suppose.

—Chas. Donnelly, bookkeeper for Welch & Rosenthal, San Jose, Cal., has taken to the woods, being unable to make good a shortage in his accounts.

—The Wisconsin supreme court, as set forth in our Legal Digest, has ruled that the attachment of the co-insurance clause impliedly authorizes additional insurance.

—Supt. Anthony of Kansas may write a paper for the Fire Underwriters' Association of the Pacific, on the subject, Why Kansans are Cranky. And then he may not.

—Manager Macdonald of the London & Lancashire was last month chosen commanding officer of the new First Infantry Regiment of the reconstructed National Guard of California.

—General Agent Henry K. Field of the New England Mutual Life Insurance Co. had the misfortune to break his leg last month. While hastening to the local train in Alameda, where he lives, Mr. Field slipped on the wet sidewalk, and the fall resulted in a serious double fracture of a leg. Mr. Field was insured in several accident offices in the sum of \$25,000. Two years ago Mr. F. was so unfortunate as to suffer a fracture of a kneecap. The injury confined him to his bed for five months.

—J. J. McDonald, formerly connected with the Continental in this field, now manager of the Western department at Chicago, was the subject of complimentary resolutions by the board of directors of the company, last month. At the same meeting the officers were empowered to purchase a proper testimonial to Mr. McDonald, and \$1,000 was appropriated for that purpose. Mr. McDonald entered the service of the company in November, 1870, as farm solicitor, and rose by successive promotions to his present position. Twenty-five years of service with one company is a good record for both.

—Excessive taxation (for the firemen's relief fund) drove the Germania out of Kansas. Others may follow this lead. The Kansas legislator believes in protecting the speculator in unimproved real estate.

—The Salem (Ore.) local board has furnished one of the rooms in the new hospital. It is to be known as the S. B. F. U. room. There is something appropriate in this generosity. The Salem locals have been through a war of rates.

—Receiver Giltner of the State, of Salem, reports a total of \$20,577 "bills receivable" in his possession. He estimates a total of \$60,000 in the hands of agents and attorneys. Some of the latter, we hear, were turned over in settlement of loss claims.

—F. J. Alex. Mayer, of Portland, Ore., has been appointed (by President Irvin) general agent of the Fire Association for Oregon and Washington. It is not impossible, we imagine, that Idaho will be added to Mr. Mayer's territory. Mr. Mayer is a pains-taking, hard-working insurance man.

—A contemporary says that "before he was hung Harry Hayward assigned his \$10,000 policy on the life of Catherine Ging, the murdered girl, to his father." We see nothing remarkable in this, as would have been the case had Harry assigned the policy *after* he was hanged. The father, of course, relinquishes all claims.

—Portland.—The annual meeting of the local men was held last month. Herbert Folger was re-elected president; J. V. Montague vice-president, and J. Harvey O'Bryan secretary. The new executive committee is composed as follows: Benj. I. Cohen, James S. Reed, M. C. Harrison, W. J. Clemens, Frank Hart, Wm. Church, Gus. Rosenblatt.

—The New England Mutual Life Ins. Co. seems never to exhaust New England subjects for its calendar. 1896's handsome card has for its subject "A New England Dame School" in Old Colony Times, 1713. The "dame" is a madame, if there are any whores in that colony. From the Records of Oxford, Mass., we quote, "The teacher made the figures on the sanded floor with her rod, and her pupils with their square pieces of birch-bark and bits of charcoal copied the sums she had given them." A little of that birch-bark applied to the bad boy who made the cat come back would have left a good impression or an impression for good.

—A local board has been organized at Los Angeles—at last.

—J. D. Maxwell has been appointed general agent for the United States Casualty Co. of New York.

—D. B. Wilson, independent insurance adjuster, has moved his office to Safe Deposit building, room 223.

—The Continental has issued an anti-overhead-writing circular, and vows it will join no organization that permits writing over the heads of locals.

—The Minnesota Fire, organized nine years ago as the Syndicate, will reinsure and retire. This company was represented in San Francisco for awhile.

—Leslie Bates, special with the Magdeburg Fire Insurance Co., has returned from a four-months' trip through the Pacific Northwest and Colorado.

—The Home of New York (A. E. Magill, general agent) now has nearly ten million assets, a gain of \$700,000 in the year. The net surplus gained \$635,000.

—The Westchester (D. A. Spencer, Coast manager) is now a two-millionaire company. The net surplus is \$474,180, a gain of \$106,000 during the past year.

—The Connecticut Fire (Robert Dickson, Coast manager) is now a three-million-dollar company. Assets gained \$210,000 last year. Net surplus gained \$62,000.

—Sherwood Gellespy succeeds Agent Pond as the general agent of the Mutual Life for Oregon, Washington and British Columbia, with headquarters in Portland.

—The East Side branch of the Portland fire department makes a good showing for the year's work. Only three suburban dwellings burned. Hose and cart will be added.

—What effect did the "slump in values," following the war talk, have on insurance surplus January 1st? Anyway, the real condition of the companies was not affected.

—E. C. Johnson, an adjuster, was arrested in Montana, for violating an order of court directing him to withhold the settlement of a fire loss. The Home Building and Loan Association, the petitioner, says the insured was a tenant of the house, and that the Imperial ratified the transfer. Suit is to be brought at the end of 60 days.

—For sale, \$3.00: bound volume of Coast Review for 1894.

—Spokane, Wash., city council has passed the \$350,000 water-works bonds ordinance.

—P. A. Dagget, one of Spokane's prominent insurance agents, visited this city last month.

—"We could not think of getting along without the COAST REVIEW," write Larris Caine & Co. of Seattle.

—H. E. O'Brien of San Diego has been appointed agent of the New York Life for San Diego and Riverside counties.

—Oakland, Cal.—Wm. H. Fair, formerly a Southern Pacific locomotive engineer, has been appointed chief of the fire department.

—Boston C. W. Holden remembered his friends with a peerless calendar pad, which we warrant to be better than any liver pad.

—The National of Hartford (Geo. D. Dornin, Coast manager) added \$209,000 to its assets last year and increased its net surplus \$179,000.

—Chas. Cunningham of Pendleton, Ore., the wool man of many mysteriously incendiary fire, has assigned his loss claims to a firm of San Francisco wool-buyers.

—The Ætna of Hartford (Geo. C. Boardman, general agent) is now on eleven-million-dollars company. Assets gained \$208,000 last year. The net surplus gained \$215,000.

—Brannen & Kellogg of Denver are helping to boom Colorado. There has been a wonderful improvement in that state since 1893. The repeal of the silver-purchasing act stimulated the search for gold, and now, it is believed, the gold output of Colorado last year exceeded that of California. It is not impossible that the world fight against silver may end in the over-production of gold, and unsettle values universally.

—The following named specials have not yet joined the Northwest Field Men's Association: O. N. Hall, H. M. Speyer, John C. Dornin, Leslie Bates, John Fogarty, J. L. Fuller, A. R. D. Patterson, E. J. Jolly, N. B. Whitley, B. C. Dick, W. E. Green, A. W. Thornton, Frank L. Hunter. As these specials travel to a more or less extent in the Pacific Northwest it is hoped that they will co-operate with the association as members. An important meeting is to be held in Portland on the 21st inst.

—The Hanover Fire reports a prosperous year.

—Subscribers beginning with this month will receive the December number without extra charge.

—Horace G. Whitney, manager Heber J. Grant & Co., Salt Lake City, Utah, was in San Francisco a few days ago.

—Crawford & Conover, Seattle, Wash., succeed Calhoun & Co. as representatives of the Manchester Fire and American of Newark.

—The case of Thomas David of Tacoma, Wash., against the Allemania, to recover \$1,200 on a saloon, has again been non-suited.

—Utah is now a state. Statehood will "boom" things in Utah. The new state has wonderful possibilities, and is destined to be exceedingly rich and prosperous.

—Geo. Marcus & Co. have been appointed city agents of the Commercial Union Assurance Company, and have resigned the city agency of the Transatlantic.

—J. D. Coleman, special agent at Portland, was in town last month. Mr. Coleman is chairman of the executive committee of the Field Men's Association.

—The Scottish Union & National presents its patrons with a handsome and serviceable memoranda calendar book. Both the idea and the binding are unique.

—A jury at San Jose, Cal., acquitted Supervisor Tillottson, charged with arson. "There was a woman in the case." T. transferred his claim to a mortgagee, who now sues the National to recover the insurance on the dwelling burned by an incendiary.

—The factory was destroyed by fire, but the manager met Agent McFarland of the Norwich Union, Portland, a few days before, and "arranged" for an additional \$1,000 insurance. Defendant company says the policy was never issued, and the agent says he said he could not write the additional amount. The courts are to decide.

—Ben. Swaggart of Heppner, Ore., believed in cheap insurance, and now he has a \$700 claim against the defunct State Ins. Co., paid with a draft on a bank which has failed. Mr. S. was not a reader of the COAST REVIEW, neither was his insurance agent. Moral: property-holders should insure only with those local agents who subscribe for the COAST REVIEW.

—The Magdeburg's Coast figures were the first to be sent in this year, as usual.

—A. G. Sprowl of Tacoma, special of the Liverpool & London & Globe in the Northwest, visited his many old friends in this city last month.

—Richards & Henry have resigned the city agency of the Fire Association. The firm now represent the Norwich Union and Milwaukee Mechanics.

—The American Central (Chas. Christensen, Coast manager) reports \$1,661,187 assets, a gain of some \$30,000. The net surplus is \$251,241, with a similar gain. The reinsurance reserve is \$662,000.

—Failures continue to increase in the United States—the number of recent failures is larger than for same time in panic year. And all the time, with wheat on the decline too, fire insurance losses are decreasing, as compared with prosperous years. Let us amend our old opinions.

—John R. Hillman has resigned his position as assistant manager of the American Central, St. Paul, and Lloyds Plate Glass, under Manager Christensen, and will associate himself with Manager Watt of the Royal and Queen. Mr. Hillman is a native Californian, and is a prominent member of the Native Sons of the Golden West. For several years he was manager of the Southern California Insurance Co. for San Francisco and vicinity. Afterward Mr. Hillman associated himself with Mr. Watt, then manager of the American Central and Liberty, and later with Mr. Watt's successor, Major Christensen. Mr. Hillman is an able and energetic man, who will be a valuable acquisition to the Royal and Queen office. He assumes the duties of his new appointment on February 1st.

OUR FIELD: UNLIMITED!

HAGAN BROS.,

General
Insurance
Agents

OUR SPECIALTY:—

From Pig Iron (under water) to Powder
Magazines.

221 Sansome Street

San Francisco

—Santa Rosa, Cal., is sinking additional wells for fire protection.

Juneau, Alaska, is rejoicing over a new hose cart for Hose Co. No. 1.

A. G. Dugan is now a special agent for the Hartford in Kentucky.

The Northern Assurance adds \$350,000 to its United States deposit.

An article on insurance, by Manager Watt of the Royal and Queen, appeared in the *Christmas Call*.

—The Chilkat loss on merchandise, by grounding in Alaskan waters, has been assessed at one-half of the \$12,000 worth on board.

—The Continental's calendar is well suited to California, there being bears in plenty. The inmates of the cabin, as pictured, seem sure of a bear living—which can not be said of California local agents just now.

—L. L. L. (Osborne) is referred to by one exchange as 'l-literative and by another as live legal lore. Next we may expect the three l's explained as lamentable law lampooned, or laymen's legal lessons, or laudable law lectures.

The North German has been admitted to Kentucky.

—An English office declines to insure professional cyclists.

—The New Zealand has just declared a dividend at the rate of fifteen per cent. per annum.

—The Travelers will not open a branch in England, as rumored. This is unfortunate for England.

—Manager Martin Bennett of the Scottish Union had a fire in his dwelling-house in Hartford, last month. The damage was \$5,000.

ALFRED ALLAYNE JONES

CHARLES A. LAYNG

ADJUSTERS OF LOSSES AND
SPECIAL AGENTS

In Southern California, Arizona,
New Mexico and Texas

OFFICE: 116 South Broadway,
LOS ANGELES, CAL.

THE ❖ ❖ ❖

Organized 1797.

NORWICH UNION

Fire Insurance Society

OF NORWICH, ENGLAND

Assets	\$ 6,000,00 00
Losses Paid	45,000,00 00

Pacific Department:

W. H. LOWDEN, Manager

J. L. FULLER, Assistant Manager

308 PINE STREET

:

SAN FRANCISCO, CAL.

**The Coast Review Directory of Fire Insurance
Field Men of the Pacific Coast.**

Attached Field Men.

VACHEN & MUNDIE.

O. N. Hall, 204 Sansome street, S. F.
C. G. Yates, Los Angeles, Cal.

ATLAS ASSURANCE.

E. J. Jolley, 309 Sansome street, S. F.
William Manning, 309 Sansome street, S. F.

ETNA.

Ed. C. Morrison, 514 California street, S. F.
Louis Mel, 514 California street, S. F.
W. L. Gazzam, Seattle, Wash.

BALEFOUR, GUTHRIE & CO.'S AGENCY.

L. B. Edwards, 323 California street, S. F.
R. De Lappe, 323 California street, S. F.
F. G. Argall, 323 California street, S. F.
H. McD. Spencer, Portland, Or.
Chas. A. Tait, Los Angeles, Cal.

CESAR BERTHEAUX'S AGENCY.

A. W. Thornton, 210 Sansome street, S. F.

BRITISH AMERICA AND WESTERN.

E. L. Thompson, Portland, Or.
R. H. Magill, Oakland, Cal.

BROWN, CRAIG & CO.'S AGENCY.

T. J. A. Tiedeman, 407 Montgomery st., S. F.
Chester Deering, 407 Montgomery st., S. F.
W. H. Hill, 407 Montgomery street, S. F.
N. B. Whitley, Seattle, Wash.
N. H. Gibbons, Salt Lake City, Utah.
J. H. Clinkscales, San Diego, Cal.

BUTLER & HALDAN AGENCY.

B. C. Dick, 413 California street, San Fran.
C. S. Spinney, 413 California street, S. F.

CONTINENTAL.

J. H. Hartley, 321 Pine street, San Francisco.
F. C. Barkman, 321 Pine street, San Fran.
A. G. Ridling, 321 Pine street, San Fran.
M. E. Green, Portland, Or.

COMMERCIAL UNION.

W. P. Thomas, 301 California street, S. F.
A. T. Von Etlinger, 301 California st., S. F.
E. T. Neibling, Portland, Or.

CHAS. CHRISTENSEN'S AGENCY.

Frank C. Story, 317 California street, S. F.

ROBERT DICKSON'S AGENCY.

J. E. Hendry, 501 Montgomery street, S. F.
Guy Francis, 501 Montgomery street, S. F.
John Marshall, Jr., 501 Montgomery st., S. F.
Ben J. Smith, 501 Montgomery street, S. F.
Edward Hall, Portland, Or.
R. M. Thomson, Los Angeles, Cal.

FIREMANS FUND.

F. H. McElhone, Dallas, Texas.
F. G. White, Denver, Colorado.
G. F. Ashton, Spokane, Wash.
R. P. Fabbj, Portland, Or.
L. M. Seaton, Los Angeles, Cal.
G. H. Mendell, Jr., 401 California st., S. F.
R. D. Hunter, 401 California street, S. F.

GERMAN-AMERICAN.

Harry Benner, 435 California street, S. F.
Chas. R. Thompson, Portland, Or.
A. A. Allen, Los Angeles, Cal.

HAMBURG-BREMEN.

Harry C. Boyd, 415 California st., San Fran.

HARTFORD.

J. J. Agard, 313 California street, San Fran.
John M. Holmes, 313 California street, S. F.
Thomas J. Conroy, Portland, Or.

HOME MUTUAL.

W. B. Westlake, 318 California street, S. F.
N. C. Farnum, 318 California street, S. F.
L. M. Seaton, Los Angeles, Cal.
P. R. Fabbj, Portland, Or.
G. F. Ashton, Spokane, Wash.

INS. CO. OF NORTH AMERICA.

J. K. Hamilton, 412 California street, S. F.
C. O. Scott, 412 California street, San Fran.
M. H. Merrill, Portland, Or.

LONDON & LANCASHIRE.

W. B. Hopkins, 315 Montgomery street, S. F.
Sidney H. Smith, 315 Montgomery st., S. F.
Sam. B. Stoy, Portland, Or.
J. K. Urmston, Los Angeles, Cal.

LONDON & NORTHERN.

Frank L. Hunter, 221 Sansome street, S. F.
F. C. H. Robins, 221 Sansome street, S. F.

LANCASHIRE.

Walter M. Speyer, 322 California st., S. F.
C. O. Hawley, Los Angeles, Cal.

LIVERPOOL & LONDON & GLOBE.

R. G. Brush, 422 California street, S. F.
A. G. Sprowl, Tacoma, Wash.

MAGDEBURG.

Leslie Bates, 303 California st., San Fran.

NATIONAL & SPRINGFIELD.

Leslie H. Lord, 409 California street, S. F.
Hiram H. Lee, Denver, Colorado.
B. B. Broomell, Tacoma, Wash.
John C. Dornin, Everett, Wash.

NORTH BRITISH & MERCANTILE.

W. H. Bagley, 212 Pine street, San Fran.
J. D. Coleman, Portland, Or.

NORTH GERMAN.

J. H. Ankele, 225 Sansome street, San Fran.

NORWICH UNION.

J. L. Fuller, 308 Pine street, San Francisco.

R. H. Delafield, 308 Pine st., San Francisco.

PALATINE.

Henry T. Fennel, 439 California street, S. F.

Thomas J. Duffy, 439 California street, S. F.

Edward O. Hughes, Denver, Colorado.

F. J. H. Manning, Portland, Or.

PHENIX & HOME.

Harry L. Roff, San Francisco, Cal.

Paul M. Nippert, "

A. P. Sinclair, Salt Lake City, Utah.

Junius Young, "

E. E. Casady, "

A. F. Gartner, Portland, Or.

W. E. Clark, "

Wm. Church, Jr., "

W. H. Bonsall, Los Angeles, Cal.

ROYAL AND QUEEN.

John Fogarty, 500 Montgomery st., S. F.

F. M. Gilcrest, 500 Montgomery st., S. F.

J. N. Reynolds, 500 Montgomery st., S. F.

H. R. Burke, Portland, Or.

SCOTTISH UNION AND ORIENT.

Leslie A. Wright, 420 California st., S. F.

James H. Morrow, 420 California st., S. F.

SUN, IMPERIAL & LION.

W. A. Mathews, 205 Sansome street, S. F.

W. B. Foster, 205 Sansome street, San Fran.

E. C. Johnson, 205 Sansome street, S. F.

W. H. Raymond, Portland, Or.

TRANSATLANTIC.

D. M. McBean, 213 Sansome street, S. F.

UNION ASSURANCE.

Harry H. Smith, 406 California street, S. F.

Dixwell Hewitt, 406 California street, S. F.

WESTCHESTER.

A. R. D. Patterson, 215 Sansome st., S. F.

Independent Adjusters and Special Agents.

A. R. Gurrey, 401 California street, S. F.

E. P. Farnsworth, 401 California street, S. F.

R. H. Naunton, 401 California street, S. F.

D. B. Wilson, 401 California street, S. F.

J. D. Lavery, 423 California street, S. F.

A. J. Wetzlar, 106 Leidsdorff street, S. F.

Calvert Mead, 106 Leidsdorff street, S. F.

A. A. Andre, 221 Sansome street, San Fran.

William Reede, 215 Sansome street, S. F.

Adolph Wenzelburger, 508 Californ. st., S. F.

William L. Chalmers, Portland, Or.

B. N. Barnett, Hamilton Bldg, Portland, Or.

W. A. Frazer, Seattle, Wash.

B. D. Smalley, "

Stephen E. Barton, "

D. M. Bokee, "

Alfred A. Jones, Los Angeles, Cal.

Chas. A. Layng, "

E. E. Squires, "

J. P. Howlett, Salt Lake City, Utah.

Appraisers.

Robert Brotherton, 439 California st., S. F.

Wm. C. Pease, 401 California street, S. F.

J. M. Harcourt, 106 Leidsdorff street, S. F.

J. C. Jepson, 418 California street, S. F.

J. P. Treanor, 401 California street, S. F.

Godfrey Fisher, 116 Montgomery st., S. F.

Alex. Neilson, 106 Leidsdorff street, S. F.

D. W. McIntosh, Los Angeles, Cal.

H. J. Morrison, 102 First st., Portland, Or.

INSURANCE IN FORCE, \$70,000,000.00

ASSETS \$20,000,000.00

THE

GERMANIA

LIFE Insurance Company

OF NEW YORK

Persons desiring insurance on their lives will best serve their own interests by calling in person on the manager of the above **RELIABLE OLD COMPANY**, or by addressing him by letter, giving age.

Rooms 19, 20, 21 and 22,

4th floor, Mills Bldg, San Francisco

W. A. JACOBS,

Manager

THE ROYAL



OF LIVERPOOL, ENGLAND.



THE QUEEN

OF AMERICA.

COMBINED ASSETS, OVER	.	.	.	\$ 50,000,000 00
LOSSES PAID, OVER	.	.	.	100,000,000 00

The ROYAL AND QUEEN

Insurance Companies

Of England : And America

PACIFIC COAST DEPARTMENT:

ROLLA V. WATT, Manager,

N. E. COR. MONTGOMERY AND SACRAMENTO STS.,
SAN FRANCISCO, CAL.

SPECIAL AGENTS:

John T. Fogarty Frank M. Gilcrest H. R. Burke J. N. Reynolds Wm. Maris

Bankers & Merchants' Aftermath.

The Yore Claim. Peter Yore thought he was insured in the Bankers & Merchants Life of San Francisco (now dead, though endorsed by dozens of first-class business men, like the Bankers Alliance of Los Angeles). But when Peter died, the "dam-bad" Badlam company refused to pay the widow the amount of the insurance, on the ground of misstatement of age. Nor would it pay any amount, according to the actual age, as old-line companies do in similar cases. The COAST REVIEW said the B. & M. would have to pay if anything could be collected. \$14,000 in the German Savings Bank on California street, San Francisco, belonging to defendant association was attached. The case was carried to the supreme court. Receiver Booth tried to get hold of the attached money, and a superior court judge approved; but the supreme court said the courts had no jurisdiction to appoint a receiver at

the instance of the state, but at the suit of a creditor. Recently the supreme court of California rendered a decision affirming the decision of the Yolo court for the heirs of Peter Yore. The judgment, with costs and interest, is far over \$16,000. T. C. Van Ness was attorney for defendant association.

The Eastern insurance press regularly prints a lot of alleged Coast news taken from San Francisco daily papers, and some of it telegraphed East from that source. Some of our exchanges have organized a new compact here, re-elected the old officers, and settled by a stroke of pen commission and other questions on which underwriters differ materially. Eastern underwriters interested in Coast news know better than to credit the Eastern insurance press.

Palo Alto, Cal. has organized a fire department, with chemical engine, etc.

J. S. Winchester,

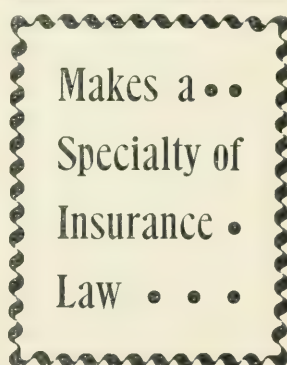


**ATTORNEY
AND
COUNSELOR AT LAW,**

Correspondence Solicited.
References on Application.



**Sherlock Building,
PORTLAND, OREGON.**



Capital and Accumulations, \$2,446,156.17

North German Fire Insurance Co.

OF HAMBURG.

GERMANY.

**WALTER SPEYER,
225 SANSOME ST.**



**GENERAL AGENT
SAN FRANCISCO, CAL.**

Our San Francisco Insurance Directory

Directory of San Francisco Fire and Marine Insurance Agencies.

<i>Tele- phone</i>	<i>General Agents and Companies.</i>	<i>Address.</i>
5497	BATLEY, JAS. D. Ins. Co. North America	412 Calif.
291	BALFOUR, GUTHRIE & CO. (Geo. W. Spencer, Manager) American, N. J. Manchester, Eng. Caledonian, Edinburgh	323 Calif.
1331	BALFOUR, GUTHRIE & CO. . (A. H. Small, Manager) British & Foreign Marine Yangtze, Shanghai	316 Calif.
351	BELDEN, H. K. Hartford Fire N. Y. Underwriters Agency	313 Calif.
272	BERTHEAU, CESAR . . Hanover, N. Y. Firemens, Md. Prussian National Fire Association, Phila.	219 Sans.
427	BOARDMAN, GEO. C. . . . Ethna, Hartford	514 Calif.
5411	BROMWELL, L. L. Milwaukee Mechanics, Wis.	410 Calif.
1812	BROWN, CRAIG & CO. . . . Phenix, Brooklyn American, Phila. Pennsylvania, Phila. Svea, Sweden	407 Montg
684	BUTLER & HALDAN Phenix, London Providence-Washington, R. I.	413 Calif.
1196	CALLINGHAM, W. J. Scottish Union, Edinburgh Orient, Hartford	420 Calif.
680	CATTON, BELL & CO. . . . Union, London	406 Calif.
195	CHRISTENSEN, CHAS. . . . American-Central, St. Louis St. Paul	317 Calif.
321	CRAIG, HUGH New Zealand, Auckland	312 Calif.
5968	DAVIS & SON, J. B. F. . . . Standard Marine, Liverpool	197 Montg
1886	DEVLIN, FRANK J. Atlas, London	309 Sans.
638	DICKSON, ROBT. Connecticut, Hartford Royal Exchange, London	501 Montg
822	DORNIN, GEO. D. National, Hartford Springfield, Mass.	409 Calif.
	DRIFFIELD, V. C. Transatlantic, Hamburg	213 Sans.

*Tele-
phone*

General Agents and Companies.

Address.

1991	DUTTON, WM. J. Ins. Co. State of Penn., Phila. Rhode Island Underwriters Union, Phila.	401 Calif.
5585	DU VAL, W. S. Continental, New York	321 Pine
1991	FIREMAN'S FUND INS. Co.	401 Calif.
5167	FRIEND, W. H. Merchants, N. J.	428 Calif.
1015	W. H. C. Fowler	411 Calif.
1632	GRANT, GEO. London Assurance, London Northern Assurance, London	221 Sans.
41	GRANT, TOM C. North British & Mercantile Greenwich, N. Y.	212 Pine
288	GUTTE & FRANK Magdeburg, Germany Wilhelma, Germany National Marine, London Federal Marine, Switzerland Associated Assurance Co's	303 Calif.
433	GRANT, H. M. British America Western, Toronto	423 Calif.
38	HARRISON, WM. GREER . . Thames & Mersey Marine	305 Calif.
666	HAVEN, CHAS. D. Liverpool & London & Globe	422 Calif.
1184	HEROLD, JR., RUDOLPH . . Hamburg-Bremen	415 Calif.
1086	HOME MUTUAL INS. CO. . .	318 Calif.
208	JAMES, N. T. Alliance, London	416 Calif.
336	LANDERS, WM. J. Imperial, London Lion, London Sun, London	205 Sans.
396	LATON, CHAS. A. Palatine, Eng.	439 Calif.
5710	LOWDEN, WM. H. Norwich Union	308 Pine
716	MACDONALD, WM. London & Lancashire, Eng.	315 Montg
1034	MAGILL, A. E. Home, N. Y. Phenix, Hartford	325 Calif.
169	MANN & WILSON Lancashire, Eng. St. Paul (Marine) La Fonciere Marine L'Universo Marine	322 Calif.

Our San Francisco Insurance Directory

Tele- phone	General Agents and Companies.	Address.	Tele- phone	General Agents and Companies.	Address.
538	MAXWELL, J. D.	421 Calif.		FOWLER, E. S. Preferred Accident, N. Y.	Mills Bldg
1554	MULLINS, C. F. Commercial Union, Eng.	301 Calif	699	GARNISS, JAS. R. American Surety, N. Y.	219 Sans.
1015	OKELL, DONNELL & CO. Patriotic, Dublin General, Trieste	411 Calif.	1696	GRAY, JOHN H. Washington Life, N. Y.	412 Montg
5133	POTTER, ED. E. Franklin, Phila Williamsburg City, N. Y.	508 Calif.		HARMON, JR., A. K. P. Connecticut Mutual Life Hartford	Mills Bldg
1692	SPENCER, D. A. Westchester, N. Y.	215 Sans.	1639	HASKELL, W. W. Travelers, Hartford	Mills Bldg
	SPEYER, WALTER North German, Germany	225 Sans.		HOUGHTON, H. B. Ætna Life (& accident) Conn.	212 Sans.
5840	SYZ & CO. Helvetia Swiss Balaise, Switzerland Swiss Marine Combined.	410 Calif.		LANDERS, JOHN, Manhattan Life, N. Y.	210 Montg
5359	TYSON, GEO. H. German-American, N. Y.	435 Calif.		LEAVITT, W. C. Union Mutual Life, Me.	419 Calif.
1696	TURNER, GEO. W. Northwestern National	412 Montg	1696	McLANE, CHAS. New York Life, N. Y.	Mills Bldg
5577	VOSS, CONRAD & CO. Aachen & Munich, Germany Traders, Ill. Glens Falls, N. Y. Frankfurt Marine Bavarian Lloyd Marine	204 Sans.	169	MANN & WILSON Hartford Steam Boiler Metropolitan Plate Glass,	322 Calif.
113	WATT, ROLLA V. Royal, Liverpool Queen, New York	500 Montg	538	MAXWELL, J. D. London Guarantee & Accident New York Plate Glass	421 Calif.
				MUNSELL, JR., JAS. Mutual Benefit Life, N. J.	415 Montg

San Francisco Life, Accident and Miscellaneous Agencies.

Tele- phone	General Agents and Companies.	Address.	Tele- phone	General Agents and Companies.	Address.
	AMERICAN SURETY Co., N.Y.	331 Pine		PACIFIC MUTUAL LIFE, S. F.	508 Montg
	ARCHIBALD, F. A. Union Central Life, Cincinnati	303 Calif.	621	PACIFIC SURETY CO., S. F.	308 Sans.
5017	CADMAN & KITTLE Standard Life and Accident	307 Calif.	699	PARDEE, S. C. Fidelity and Casualty, N. Y.	Mutual Life Bldg
195	CRISTENSEN, CHAS. Lloyds Plate Glass, N. Y.	317 Calif.		PARKER, C. M. T. Massachusetts Mutual Life	214 Pine
5244	DUNPHY, W. H. Home Life, N. Y.	Flood Bldg		PRATT, GEO. C. Provident Savings, N. Y.	405 Montg
970	EQUITABLE LIFE	Crock'r Bldg	5161	SMITH, CLARENCE M. Northwestern Mut., Milwaukee	Phelan Bldg
1703	FIELD, H. K. New England Mutual Life	Mills Bldg	1739	STOLP, G. M. National Life, Vt.	Crock'r Bldg
1376	FORBES & SON, A. B. Mutual Life, N. Y.	Mutual Life Bldg	5577	VOSS, CONRAD & CO. Frankfort Acci. & Plate Glass Fidelity & Deposit Co.	204 Sans.

**ON JANUARY 1st, 1896,
THERE WILL BE STARTED**

by the New-York Life Insurance Company an organization to be known as

THE NYLIC

Embodying an absolutely new and unique method of compensation by which men of integrity, ability and energy,

WITH OR WITHOUT EXPERIENCE,

can NOW make Life Insurance their business, and secure a DEFINITE INCOME continuous throughout life.

For particulars apply direct to the Company.

JOHN A. McCALL, President,

346 Broadway, N. Y. City.



PRUSSIAN NATIONAL INSURANCE COMPANY

OF GERMANY



CAPITAL, \$2,250,000 00 ✱ ASSETS, \$3,962,334 20

CESAR BERTHEAU

Manager Pacific Department

210 Sansome Street, San Francisco

THE COAST REVIEW

A MONTHLY JOURNAL

Devoted to all kinds of Insurance that INSURES. Published on the Fifteenth of every Month,

PER YEAR . . . \$3.00
PER COPY . . . 25 cts.

Postage added to Foreign Subscriptions.

J. G. EDWARDS, Proprietor.

Pacific Mutual Building, San Francisco.

Telephone No. 1530.

VOL. 50.

FEBRUARY, 1896.

NO. 2.

California Marine Insurance Decision.

In the District Court of the United States, in and for the Northern district of California—In Admiralty—Frederick A. Koons et al. Libelants, v. La Fonciere Compagnie D'Assurances, Respondent. Libel to recover \$1,110.80 on a policy of insurance, covering a shipment of 500 cases of salmon on the bark "Belle of Oregon," on a voyage from Portland, Or., to New York. Decree for libelants in the sum sued for.

This is an action to recover \$1,110.80, claimed to be due from La Fonciere Compagnie D'Assurances. The facts are as follows: This insurance company issued a San Francisco cargo policy for \$3,000 on 500 cases of canned salmon per bark Belle of Oregon, from Portland, Oregon, to New York. The vessel sprung a leak and put into San Francisco for repairs. It was found necessary to discharge the cargo. Upon examination and survey 392 cases of this salmon were found so badly damaged that they could not be re-shipped and were sold at auction, realizing \$1,341.50 net, which was accepted by the libelants without prejudice to the claim against the company. The remaining 108 cases were re-shipped, and on the ar-

rival of the vessel at New York 43 cases were found to be damaged to the extent of 35 per cent.

The point at issue in this suit is the true construction of clause No. 3. of the San Francisco cargo policy, which reads:

"Unless otherwise specified herein, all merchandise not excepted under the following memorandum clause, is hereby warranted by the insured *free from particular average and partial loss*, unless occasioned by stranding, sinking, fire, collision, or other extraordinary peril hereby insured against, and amounting to fifty per cent. or more, on the sound value of the whole shipment at the port of delivery; and all such loss shall be settled on the principles of salvage loss, with benefit of salvage to the insurers."

The libelants contend that the insuring company is liable as for a "salvage loss," basing such claim on the wording of the latter part of this clause: and that therefore the salmon sold in San Francisco should be treated as a total loss of such part, to which, adding the loss on the damaged portion delivered in New York, constitutes a claim of over 50 per cent.

The insuring company denies such claim on the grounds that the policy plainly

states that the loss must amount to "fifty per cent. or more, on the sound value of the whole shipment at the port of delivery," and that an adjustment as for a "salvage loss" is not contemplated or sanctioned by the clause quoted above. They contend that the loss should be *adjusted* as a "particular average loss," and if found to amount to 50 per cent. or more on the sound value of the whole shipment at the port of delivery, then only in order to determine to whom the salvage belongs it shall be *settled* on the principles of salvage loss with benefit of salvage to the insurers.

We think that the judge has overlooked some points in the wording of clause No. 3, which we will endeavor to point out.

The clause states in positive terms that the salmon is insured "free of particular average and partial loss unless occasioned by stranding, etc., and amounting to fifty per cent. or more, on the sound value of the whole shipment at the port of delivery;" This portion of the sentence is complete in itself, closing with a semi-colon. Therefore to constitute a *loss* the goods *must* be damaged to the extent of 50 per cent. Then after the semi-colon follows the words, "and in case of such loss." That is, it being established that there is a particular average loss amounting to 50 per cent., then *such* loss shall be settled on the principles of salvage loss, with benefit of salvage to the insurers; this portion of the clause being added simply to show to whom the salvage belongs. It seems clear to us that in the phrase "all such loss" the word *such* must of necessity refer to the previous portion of the sentence which defines exactly what constitutes a loss.

As we understand it, the latter part of this clause, which applies as well to goods that reach their destination as to those that are sold at an intermediate port, was introduced into the policy to explain just how any loss after being ascertained should be settled.

Insurance is sometimes written, under the San Francisco policy, with some such clause as this, "to cover total loss of a

package," which would clearly indicate that the insured does not consider himself so covered without such a clause. According to the contention of the libelants all such losses would have to be paid by the insuring company notwithstanding the 50 per cent. warranty which is manifestly not the intention of the policy.

These are the points we think the judge has overlooked, and we should not be surprised to see his judgment overruled by the higher court.

Abroad.

THE Belfast fire brigade charges for its services according to a schedule based on Liverpool charges. If uninsured, the property-holder must pay; if insured, the insurance companies pay. The cost averages \$25 per fire of 42 minutes duration. The charges for brigade services at a recent fire were \$1,380; and the foundations and the stone steps were saved. The court generously allowed a reduction of 25 per cent. from the \$920 charged for expenses. According to this primitive method of supporting a fire brigade it would often times be better to be burned out before the fire brigade is notified; and perhaps herein lies the explanation of the late arrivals of fire brigades in English and European towns, of which we often read in the foreign press.

Fire and Water objects to the statement that the life of a steam fire engine averages only ten years. It mentions a number of U. K. cities in which steam fire engines have been in use twenty-five years or more.

THERE IS A STORY in *Insurance Post* of London, by Chas. E. Noverre, which easily takes rank with a *California Knapsack* contribution. An ambitious manager had worked his way up the ladder, from office-boy; but as manager he was unsuccessful. At last he sought a buyer for his company. The terms were satisfactory to himself. He was to receive a pension; but the old gray-haired clerks were to be thrust out in the cold. The announcement of the amalgamation turned the brain of an old employe, as it afterward

transpired. At night he turned the key on the manager who was in the vault counting securities; and when the manager was found he needed no pension. Thus were the good clerks avenged, and the wicked amalgamator was sent to a retort whence there is no return.

THE PORTRAITS IN OUR English contemporaries look so much like American faces that we marvel greatly. This resemblance is complimentary to our English cousins, as a matter of course. Even the names have a familiar Yankee sound. Can it be possible that these pictured Englishmen are immigrants from Yankee-land? or are they mostly the sons of American heiresses, who "feature" their mothers' folk? Our English contemporary who made a similar discovery is invited to answer.

IN ENGLAND IT IS RISKY business to criticise an insurance company. The *Post Magazine* said that the secrecy as to the financial position of a certain little live stock insurance company was contrary to the interests of its policyholders. That wasn't very severe, especially when compared with COAST REVIEW utterances: but a British jury or judge found that the critic had libeled the plaintiff association and damaged it in the sum of £250. With this sum in its possession the plaintiff livestock insurer will be in a position to pay something on the next loss, at least. The plaintiff construed the mild criticism of the *Post Magazine* as an allegation of insolvency and inability to pay claims; and as the insurance association did not subsequently volunteer to present any evidence of its solvency, cautious people who think for themselves will draw conclusions not at all to the credit of the plaintiff. Solvent insurers have no reason to conceal their financial position.

WE ARE CONSOLED to know that the American judiciary does not monopolize all the asses when an insurance contract is under consideration. At Leeds, Eng., one Justice Grantham sneered at counsel's remark that the defendant industrial insurance society is of great benefit

to people. The "learned" justice did not hesitate to say that the society is of benefit to collectors and solicitors. This asinine discovery was greeted with "laughter." The powerful brain of the justice took another flight, and announced the discovery that industrial insurance companies are not started for the benefit of the people, but are actually started "in order that some one may make money out of them." The universal practice being to organize corporations for the benefit of the people, and not to make money, this discovery by the English justice must be set down as highly important.

HOW THEY LOVE US, indeed! Absurd, sensational, impossible stories appear often in the American press. Intelligent people are not expected to believe them: they are written for the lovers of the marvelous, or for mere sensation's sake. But they all are taken seriously and credulously by the English press. No tale is too improbable for the English editor. Here is the *Fortnight*, which solemnly comments on one of these ingenious but not ingenuous American tales, and in a lucid interval adds, with an affectionate allusion: "Now we come to think of it, the whole thing sounds absurd, but it is Yankee, and that may mean anything."

Miscellaneous California Business.

The figures of the various surety, plate-glass, steam-boiler, etc., insurance companies, as filed with the California insurance department, are very incomplete. Three offices do not give amount written, five do not report insurance in force; eight out of thirteen do not report policies renewed. We are able to make only the following comparisons:

	New Business 1895.	New Bus. 1894.
American Surety . . .	\$1,198,948	\$ 52,000
Fidelity & Casualty . .	3,172,490	2,295,400
Fidelity Deposit . . .	213,600	62,000
Frankfort	136,971	
Hartford, S. B.	426,700	792,800
National Surety	6,537,182	1,612,650
Pacific Surety	2,172,659	1,920,946

Pacific Mutual Life Insurance Company.

GAINS IN EVERY DEPARTMENT IN 1895 A
PROSPEROUS YEAR AND A VERY PROMIS-
ING OUTLOOK.

The Pacific Mutual Life Insurance Company of California presents its annual statement for the consideration of the readers of the *COAST REVIEW*, this month. The condition of the company is shown to be excellent, the receipts being largely in excess of the disbursements, and the liabilities leaving a handsome surplus after the payment of liberal dividends to policyholders.

The downward tendency in securities generally throughout the United States, last year, though in some degree previously arrested, received a fresh impulse from the war scare. The conservative management of the Pacific Mutual have taken this into consideration, and have written down their securities to the lowest notch, and have also written off all doubtful credits. Notwithstanding this thorough pruning, increased business and increased receipts have advanced the assets of the company nearly one hundred thousand dollars. The natural increase will in a few weeks make the company a triple millionaire.

The Pacific Mutual earns a very high average rate of interest—perhaps the highest of all insurance companies. The assumption of only 4 per cent. interest as the basis of determining surplus, though legitimate as to companies generally, is evidently too low as regards the investments of this California company in the growing West. The resources of the Pacific Mutual are therefore even greater than appears on the surface figures of income and assets and a handsome surplus.

Both premiums and interest earnings increased largely last year, and similar gains are reported in life and accident risks written. In California the life department wrote an increased amount of new business and gained very substantially in insurance in force. Notwithstanding all this increase, there was a much smaller expenditure for death and indem-

nity claims. The company has been fortunate in both respects: and its representatives can, with additional assurance, present its claims to the public, on the excellent record of the past year, and with further evidence of the conservative character of the management and the satisfaction of policyholders.

American Surety Company of New York.

Large gains are reported by this company. Assets are \$1,270,000 greater than a year ago. Premium reserve has increased \$90,000. During the past year the capital was increased a half-million. The business of the American Surety is restricted to surety bonds. The annual statement shows \$4,875,928 assets, \$2,500,000 capital, \$1,000,000 surplus, \$568,522 undivided profits. In California the new business last year was \$1,198,048, with \$5,364 premium. Great gains were made. Policies in force advanced from \$245,750 to \$1,380,298. The American Surety recently moved into its new building at 100 Broadway, New York. This lofty and beautiful structure is said to be an architectural marvel.

Liverpool & London & Globe Ins. Co.

The subscription for \$500,000 of the new 4 per cent. United States bonds by the Liverpool & London & Globe Ins. Co. is a stroke of characteristic enterprise which is peculiarly timely. There have been rumors of war between this country and Great Britain, and questions as to the course of the American branches of British fire offices in the event of war. It is true that under existing treaties between the two nations all contracts remain valid, but it requires some such evidence as this subscription to the "popular loan" to remind Americans that the branches of these British offices, with their invested assets and extensive agency plants, are virtually American institutions, as closely identified with the conditions which work for or against prosperity as corporations organized under American laws.

At the Chicago and Boston conflagra-

tions the Liverpool & London & Globe incurred and promptly paid \$4,666,381 losses. Bad years and war itself therefore have no terrors for the management of this great company.

The United States branch has \$8,670,434 assets, a gain of some \$172,000 in the year. The company owns its own office buildings in San Francisco and other American cities, and has recently erected a beautiful building in New Orleans.

The Home Life's Statement.

The annual figures of this sterling New York company shows large gains in every department. The admitted assets are now \$8,981,874, a gain of a quarter of a million. The surplus is \$1,159,209. Insurance in force increased nearly ten per cent. The amount is now \$42,483,862. The new business written was \$12,304,313, a gain of over \$2,000,000. In California, under the management of W. H. Dunphy, the Home Life made large gains in business last year.

Death of Manager Archibald.

Dr. F. A. Archibald, manager of the Union Central Life Ins. Co. for California, died at his home in Oakland last month, after a lingering illness. Dr. Archibald was fifty-four years old. He was a native of Troy, N. Y., and was for several years pastor of a Methodist church in Cleveland, O. Throat troubles compelled him to give up the ministry. Life insurance attracted his attention and enlisted his energies. He came to Los Angeles as the general agent of the Union Central Life Ins. Co. some nine years ago, and soon thereafter established the general agency in San Francisco. Dr. Archibald was one of the founders of the famous Chautauqua educational assembly of New York.

ITEMS. — Gen. A. C. Ducat, a well known Chicago manager (Home Fire), died last month, aged 66. He was the author of a fire insurance text-book, and was a veteran of the civil war.—As far as heard from the American branches of foreign companies remitted to home offices \$2,000,000 net last year.

Within \$10,000.

The insurance losses in California reported to the COAST REVIEW were within \$10,000 of the official sworn-to figures filed with the insurance department.

Portland Fire Department.

The Portland authorities have cut the fire department appropriations from \$101,000 to \$85,000. Two engines will go out of commission. Bruce Carr, an insurance man, says he does not think the reduction will result in an increase of insurance rates. Insurance men generally are opposed to the reduction.

Coast Marine Figures.

The Coast marine business of offices writing outside of California, as reported to the COAST REVIEW, was as follows for 1895.

	Written.	Prem's	Losses.
Firemans Fund	\$11,873,517	\$ 160,420	\$61,283
Providence-Wash. . . .	987,554	18,896	14,343
Ins. Co. N. America . .	1,816,746	29,546	33,831
Mannheim	928,294	9,940	4,739
Austrian Phoenix	510,563	6,989	2,669
Western		29,185	19,311
British & For'n Marine	15,636,956	113,356	56,202
Commercial Union . . .	6,372,701	49,808	46,726
Thames & Mersey	5,519,298	61,834	50,666

Western Assurance Company.

Early advices from the head office in Toronto of the Western Assurance Company give the following summary of the annual statement:

Premiums	\$1,819,821
Losses	1,164,422
Income	1,864,033
Expenditures	1,740,489
Assets	1,651,130
Net Surplus	521,768

The fire business showed very satisfactory results, and the assets of the American branch were increased as well; but in common with all companies engaged in lake underwriting the Western suffered unusual losses on the Great Lakes last year.

The Pacific department of the Western, together with that of the British America, is in the hands of H. M. Grant as manager and C. A. Stuart as assistant manager, both able and experienced underwriters.

The Palatine Insurance Company.

The United States branch of this progressive and pushing English company now has \$2,836,236 assets, a gain of some \$450,000 in the year. The reserve for unearned premiums rose from \$1,388,516 to \$2,267,915. The net surplus is the handsome sum of \$568,320. In this field the Palatine, under the management of Chas. A. Laton, ranks second in premium receipts and leads all foreign companies.

If.

Toronto, Canada, last year incurred the heaviest losses in its history—\$1,807,374, which is about eight times the annual average. In the previous year an industrious crank worked hard to persuade the municipality to insure its citizens against fire, and he nearly succeeded. His scheme of municipal insurance was "elaborate," too, and popular, and supported by statistics proving its feasibility and profit-ability. Now just suppose it had been adopted, and Toronto had assumed the liability carried by the insurance companies. Where would the million and four-fifths dollars for losses have come from? And the expenses besides? Not from the premiums.

San Francisco Fire Insurance Losses in 1895.

	<i>On Buildings.</i>	<i>On Contents.</i>	<i>Total.</i>
January . . .	\$ 3,215	\$ 6,080	\$ 9,304
February . .	3,861	36,922	40,783
March . . .	8,819	15,096	24,515
April . . .	7,215	5,607	12,822
May . . .	12,618	11,073	23,691
June . . .	230,006	162,107	392,113
July . . .	17,252	67,370	84,622
August . . .	13,971	11,819	25,790
September .	8,841	18,075	27,816
October . .	3,648	23,568	27,216
November .	30,593	21,422	52,015
December .	23,024	210,035	233,059
Totals . . .	\$303,006	\$890,081	\$1,193,087

Property losses: on buildings, \$476,344, with \$3,256,592 insurance; on contents, \$800,736, with \$1,831,633 insurance. Uninsured loss, \$321,057, or about 25 per cent. of the total \$1,277,080 property loss. The insurance paid (\$953,746) was 58 per

cent. of the premiums, and 18.7 per cent. of the insurance on the burned property.

Losses paid on buildings were 11.1 per cent. of the insurance thereon; losses paid on contents, were 32.2 per cent. of the insurance thereon. Property losses on buildings were 14.6 per cent. of the insurance, and on contents the property losses were 43.7 per cent. of the insurance.

At only two fires the property losses exceeded \$45,000, to-wit: Brannan street fire, \$614,199; Battery and Bush street corner fire, \$199,955.

Fidelity Mutual Aid Association.

Last month Carl Wilhelm sued the Fidelity Mutual Aid Association of San Francisco. Wilhelm was insured in the association on an accident policy and sought to recover \$260 indemnity on thirteen weeks' disability at \$20 per week. The company resisted the claim on the ground that plaintiff signed an application made out by the company's agent describing plaintiff as proprietor of a picture store, while in fact he did not sell pictures. Justice Carroll held that there had been no misrepresentation by the plaintiff and gave judgment for the full amount.

Scottish Union & National.

The United States branch of the Scottish Union (Martin Bennett, manager) reports \$3,323,521 assets, a gain of over \$400,000. The surplus is \$1,872,497, a gain of \$281,473. The net income exceeds losses incurred and all expenses \$353,983. The loss ratio was 52.7 per cent. Expense ratio 31.6. Ratio profit, 15.7. So 1895 was the banner year. In four years the Scottish Union has increased its reserve \$634,954; increased its assets, \$1,290,944; increased its surplus, \$489,967; and its income over losses and expenses has been \$1,103,765. W. J. Callingham is the Pacific Coast representative of the Scottish Union.

THE COST of fire insurance per hundred dollars is said to be as follows in cents: France, 8; Germany, 15; England, 25; Australia, 36; Austria, 38; Russia, 61;

United States, 100. This is the summary of an English writer.

Bankers Life Association of Minnesota.

This Minnesota association has rained circulars over California for months past, all setting forth the cheapness of its contracts and naming the Californians who have been persuaded, by free insurance or otherwise, to become members. To these members and to others we submit the following dispatch from Los Angeles, dated January 28:

Mrs. S. Myers this evening was given a verdict for \$6,000 against the Bankers' Life Association of Minnesota. The company issued a policy on the life of her husband, who died about a year ago. At his death it was claimed that he had Bright's disease and had deceived the company's physician. Detective A. B. Lawson was employed to get the policies from Mrs. Myers, and by intimidation and threats succeeded. She was shown her rights, however, and brought suit, making a very strong case. The jury very promptly gave her a verdict, as the evidence showed Mr. Myers had practiced no deceit.

With this in hand it seems unnecessary to inquire into the financial condition of the St. Paul association.

Fire Insurance in Force in London.

The total fire insurance in force on London property is £845,999,000 (over four billion dollars). The increase in the last ten years was £106,000,000, in the previous ten the increase was £204,000,000. Prominent among the companies making the largest gain in the two decades are the Phoenix with £25,949,000 increase, the Commercial Union with £19,345,000, the Alliance with £18,855, the Union with £13,788, and the Sun with £13,577,000—all tremendous gains. The Caledonian and Scottish Union have made greater relative gains. Fifty-four offices have withdrawn or ceased to exist since 1874. Insurance carried by the British offices represented on this Coast are as follows:

Alliance	£32,093,000
Atlas	17,706,000
Caledonian	4,609,000
Commercial Union	34,728,000
Imperial	28,392,000

Lancashire	7,111,000
Liverpool & London & Globe	40,954,000
London & Lancashire	20,813,000
London Assurance	22,873,000
Manchester	13,800,000
Northern	15,742,000
Norwich Union	20,011,000
North British	36,251,000
Palatine	9,358,000
Phoenix	81,290,000
Royal	55,500,000
Royal Exchange	31,059,000
Scottish Union	7,491,000
Sun	86,713,000
Union	31,196,000

It is H-L!

It's a fact. The fire insurance company that didn't make money last year in the United States—that didn't increase its net surplus—is in hard luck—h. l. for short. Management had little or nothing to do with it. Losses as a whole were much less, and there was a slight revival in business. Fires, however, are no respecters of statistics. Sometimes they occur in the most select hazards, and burn away averages and destroy the cherished opinions of a lifetime.

THE RADIATOR of Dallas, Tex., is of opinion that a certain general agent engaged in a controversy with another is the better man because he "was born in the South, is a gentleman by birth and education," biggod-sir, "and therefore knows equally well how to fight and how to expose a trickster"; while his trembling adversary, the "trickster," is a Northern mudsill and a bare fifth of the five men required to "whip" the noble Southron. Now we wonder whether the *Radiator* man is Southern born or himself a carpet-bagger who foolishly expects to win favor by spouting such "rot."

THERE ARE TWO kinds of insurance journals. One kind is written for exchanges, the other is prepared for insurance men.

THE local is a better judge of a risk than his friend is. Personal inspection is better than endorsement.

Comparative California Figures for the Years 1894 and 1895.

COMPANIES	1894		1895	
	Risks Written.	Premiums Received.	Risks Written.	Premiums Received.
Fireman's Fund	\$26,672,102	\$350,358	\$23,149,745	\$275,339
Home Mutual	9,511,080	176,599	8,363,128	122,449
Etna	6,397,532	161,522	10,667,079	140,342
American, N. J.	1,731,213	32,747	2,277,534	28,666
American Central	2,408,608	46,744	1,458,669	25,819
American, Phila.	2,070,472	42,734	2,275,568	38,346
Broadway	1,143,240	16,943	654,526	11,209
Connecticut	3,037,539	50,757	3,049,875	40,796
Continental	5,152,110	146,011	4,122,583	72,469
Fire Association	2,851,324	50,665	4,662,310	52,751
Firemen's	245,921	4,444	598,882	8,206
Franklin	1,511,293	26,543	447,697	11,719
German-American	8,265,270	138,662	8,214,087	103,669
Germania	2,402,670	35,640	2,119,030	22,750
Greenwich	751,167	15,077	1,362,667	16,316
Hanover	3,713,130	64,340	2,822,628	37,726
Hartford	12,049,730	190,107	16,710,253	168,742
Home and Phoenix	11,592,068	174,044	36,008,674	268,251
Insurance Company of North America	4,558,817	82,487	6,182,646	75,452
Insurance Company of State of Penn.	744,393	15,736	883,889	14,369
Milwaukee Mechanics	2,753,601	48,668	1,861,675	25,746
National	3,972,884	83,124	4,425,752	70,201
Northwestern National	2,831,488	46,868	1,511,500	24,612
Orient	2,424,266	35,814	1,335,700	22,775
Pennsylvania	2,018,510	39,131	2,108,580	31,422
Phoenix, Brooklyn	7,416,941	195,028	5,507,167	158,110
Providence-Washington	1,108,417	20,915	950,913	17,836
Queen Insurance Company of America	5,466,985	87,104	3,662,277	59,648
Rhode Island Underwriters	1,116,073	23,877	1,399,912	20,866
Springfield	2,727,630	53,662	3,138,546	47,933
St. Paul	1,368,677	26,015	1,489,285	22,433
Union, Pa.	364,125	5,226	809,627	9,513
United Firemen's	470,187	9,804	181,944	2,620
Westchester	4,215,018	72,517	2,321,298	44,662
Williamsburgh City	753,635	13,001	352,404	7,619
Totals (American)	\$172,406,569	\$2,669,368	\$166,920,480	\$2,137,683
Aachen & Munich	4,564,892	66,002	5,145,405	59,626
Alliance	6,316,703	104,757	5,275,515	81,590
Atlas	6,052,711	97,435	7,017,974	83,395
Baloise	1,084,385	16,762	436,963	7,193
British America	1,710,643	33,608	1,566,862	23,533
Caledonian	4,168,398	80,748	5,643,002	72,997
Commercial Union	11,126,207	191,076	8,854,190	134,038
Hamburg-Bremen	6,239,413	96,602	7,284,165	90,652
Helvetia Swiss Fire	4,848,981	77,000	2,379,568	35,595
Imperial	7,478,711	84,804	3,774,953	53,189
Lancashire	4,892,542	86,845	9,818,135	169,329
Lion	3,969,480	51,239	2,780,621	43,414
Liverpool & London & Globe	18,150,268	263,396	20,827,512	179,643
London and Northern	7,143,106	120,453	5,959,010	78,484
London and Lancashire	17,831,628	318,288	15,121,541	269,676
Mandeburg	5,307,168	80,775	3,642,853	54,614
Manchester	5,314,175	98,453	7,164,593	91,130
New Zealand	5,344,355	93,398	7,440,119	91,191
North British and Mercantile	7,603,266	135,216	4,349,030	74,998
North German Fire	5,915,470	104,298	5,496,239	77,945
Palatine	12,441,104	205,652	8,523,787	169,743
Patriotic	2,507,581	37,174	910,540	15,397
Phoenix, London	6,390,877	106,306	6,239,635	78,741
Prussian National	5,872,166	102,622	2,183,027	41,821
Royal and Norwich Union	8,920,652	157,502	14,953,868	184,570
Royal Exchange	6,583,476	102,942	7,710,838	97,760

Comparative California Figures for the Years 1894 and 1895.

COMPANIES.	1894		1895	
	Risks Written.	Premiums Received.	Risks Written.	Premiums Received.
Scottish Union and National	3,855,763	76,684	4,525,992	61,509
Sun	10,746,323	143,870	5,172,795	78,988
Svea	1,306,964	23,905	1,758,628	30,393
Transatlantic Fire	5,608,901	94,290	4,675,939	76,953
Union	3,720,836	62,429	3,410,846	44,218
Western Assurance	2,280,858	44,811	2,075,816	31,378
Totals (Foreign)	\$205,339,925	\$3,367,692	\$192,221,589	\$2,566,600
Grand Totals	\$377,836,494	\$6,337,660	\$359,142,669	4,704,584

Life Insurance in California.

Year Ending.	Written.	In Force.
Dec. 31, 1871	\$14,559,437	\$ 65,616,900
" 1872	13,588,966	69,483,631
" 1873	15,678,820	73,159,629
" 1874	*3,931,184	*23,287,079
" 1875	*2,425,190	*16,906,712
" 1876	*1,413,205	*6,888,099
" 1877	*2,544,220	*9,439,900
" 1878	7,810,839	35,355,291
" 1879	10,129,502	33,249,860
" 1880	11,147,794	48,876,625
" 1881	13,724,402	50,702,578
" 1882	5,306,694	43,672,181
" 1883	6,312,519	46,735,400
" 1884	5,200,660	47,924,702
" 1885	6,041,310	46,722,628
" 1886	8,075,964	51,978,178
" 1887	11,825,706	59,729,115
" 1888	20,988,358	72,860,788
" 1889	22,094,645	83,278,827
" 1890	22,840,118	88,514,139
" 1891	25,383,998	96,581,514
" 1892	26,150,873	106,112,923
" 1893	24,431,514	112,802,396
" 1894	22,683,175	113,602,916
" 1895	19,485,730	113,751,090

*Nearly all companies withdrew from the state, on account of hostile legislation.

The Third Person.

Miller, in his "Art of Canvassing," says of the objectionable third person:

"Never talk insurance inopportunely. It is a fertile theme for monologue, but not adapted for general conversation. And, in general, talk to your man only when you and he are alone together; the presence of a third person will often lead to mixed conversation, and the thread of interest will be broken and lost, at least, for that interview."

We have a more serious objection to this "third person." He is too likely to put in an

unfavorable word. He may be an indiscreet or prejudiced fellow whose casual or malicious remark may undo the agent's work. A real estate agent once told us that when he takes a buyer into the country to look at property he is careful to abstain from all talk of sale in the presence of a third person; for however good the investment, some whining fool is likely to break up the trade by some unwarrantable statement.

Twisting in California.

The table printed elsewhere, compiled for the first time, which gives the amount of new business written yearly in this state, and the amount in force at the end of the year, must be a suggestive table for life men. Writing many millions of new business yearly, the net gains are small. Which proves? That the life offices are writing the same business over and over again. They are "twisting" from each other.

Averaging since 1887 over 21 millions of new business yearly, the increase in insurance in force has ranged from one to ten. With \$22,683,175 new business last year the increase in force was only \$801,000. All of that difference between 801 thousands and 22 millions was not new business which lapsed. Much of it was twisted business—out of one company and into another. High commissions and consequent rebating did it. The companies paying high commissions offer a premium on twisting.

THE Bankers Alliance of Los Angeles prints a favorable formal certificate of solvency, issued by an ex-insurance commissioner three years ago. The value of this testimony is very much depreciated by the fact that the same commissioner gave the same stereotyped testimony as to the solvency of the late lamented Home Benefit Life Association of San Francisco and the late lamented Mutual Benefit Life Association of New York. Both were then insolvent, and both soon thereafter failed and left many death claims which have not been paid and never will be paid.

Pacific Coast Fire General Agency Business in 1895.

BY SAN FRANCISCO AGENCIES. COAST PREMIUMS TWO MILLIONS LESS. 25 PER CENT. REDUCTION IN CALIFORNIA PREMIUMS. 17 PER CENT. REDUCTION IN PACIFIC COAST PREMIUMS.

Agencies, Agents, Secretaries.	Premiums.	Losses.	Ratio.
1 B. Faymonville.			
Fireman's Fund	\$534,831	\$211,564	39.6
Rhode Island Underwriters	39,902	13,184	33.0
Ins. Co. State of Penn	26,453	10,392	39.3
Total 1895	\$601,186	\$235,540	39.1
Total 1894	692,217	315,504	45.6
Total 1893	632,284	270,113	42.7
Total 1892	723,466	341,914	47.2
Total 1891	589,179	227,770	39.3
Total 1890	556,238	218,358	39.2
San Francisco prem's, 1895	80,534		
San Francisco prem's, 1894	71,778		
San Francisco prem's, 1893	81,980		
2 A. E. Magill.			
Home and Phoenix	\$579,417	\$221,301	38.5
In 1894	357,795	177,945	51.4
In 1893	366,359	154,376	42.9
In 1892	358,370	114,063	31.9
In 1891	323,735	160,377	49.5
In 1890	312,079	185,316	59.4
San Francisco prem's, 1895	71,836		
San Francisco prem's, 1894	33,721		
San Francisco prem's, 1893	26,104		
3 Brown, Craig & Co.			
Phenix, Brooklyn	\$249,206	\$180,779	72.5
American, Philadelphia	86,714	43,815	50.5
Pennsylvania	66,221	27,053	40.8
Svea	59,695	32,109	53.7
Total 1895	\$461,836	\$283,755	61.4
Total 1894	511,377	303,353	59.3
Total 1893	607,020	370,671	61.0
Total 1892	692,653	247,959	35.7
Total 1891	638,270	223,150	34.9
Total 1890	506,707	243,996	48.1
San Francisco prem's, 1895	63,282		
San Francisco prem's, 1894	88,145		
San Francisco prem's, 1893	100,888		
4 William J. Landers.			
Sun	\$138,396	\$99,698	72.0
Lion	108,528	42,146	38.8
Imperial	132,633	59,791	44.7
Total 1895	\$379,556	\$201,135	53.0
Total 1894 (of agency)	406,230	119,406	29.6
Total 1893	358,551	156,064	43.5
Total 1892	423,705	198,698	45.9
Total 1891	370,351	119,481	32.3
Total 1890	272,417	73,497	27.0
San Francisco prem's, 1895	74,521		
San Francisco prem's, 1894	84,692		
San Francisco prem's, 1893	85,497		

5 Balfour, Guthrie & Co.

Manchester	\$193,977	\$94,016	48.5
Caledonian	138,227	64,064	46.3
American, N. J.	47,056	27,236	57.9
Total 1895	\$379,260	\$185,316	48.8
Total 1894	402,918	245,249	60.8
Total 1893	446,576	236,141	52.8
Total 1892	440,844	207,042	47.0
Total 1891	406,046	141,242	34.8
Total 1890	416,851	230,777	55.3
San Francisco prem's, 1895	53,223		
San Francisco prem's, 1894	64,690		
San Francisco prem's, 1893	64,455		
6 Charles A. Laton.			
Palatine	\$360,745	\$211,498	58.6
Total 1891	504,092	231,440	45.9
Total 1893	424,978	200,366	47.1
Total 1892	211,337	75,037	35.5
Total 1891	152,951	55,769	36.4
San Francisco prem's, 1895	38,619		
San Francisco prem's, 1894	88,936		
San Francisco prem's, 1893	58,432		
7 Robert Dickson.			
Royal Exchange	\$156,908	\$76,440	48.7
Queen	92,450	47,360	51.2
Connecticut	96,021	53,224	55.4
Total 1895	\$345,379	\$177,024	51.2
Total 1894	366,378	147,255	40.3
Total 1893	413,931	171,075	41.3
Total 1892	476,836	198,755	41.6
Total 1891	387,601	141,924	36.6
Total 1890	322,474	160,886	49.9
San Francisco prem's, 1895	96,904		
San Francisco prem's, 1894	131,832		
San Francisco prem's, 1893	142,883		
8 Rolla V. Watt.			
Royal & Norwich Union	\$340,338	\$210,766	61.9
Total 1891	303,024	173,280	57.1
Total 1893	299,296	181,238	60.5
Total 1892	332,253	168,703	50.8
Total 1891	326,005	150,644	46.2
Total 1890	346,686	127,572	36.8
San Francisco prem's, 1895	62,116		
San Francisco prem's, 1894	49,920		
San Francisco prem's, 1893	48,110		
9 Belden & Cofran.			
Hartford	\$325,984	\$121,635	37.6
In 1894	330,757	155,258	46.9
In 1893	331,674	141,525	42.6
In 1892	316,066	117,798	37.2
In 1891	287,459	106,887	37.3
In 1890	274,670	85,545	31.1
San Francisco prem's, 1895	33,446		
San Francisco prem's, 1894	51,296		
San Francisco prem's, 1893	50,104		
10 William Macdonald.			
London and Lancashire	\$309,512	\$160,462	51.8
In 1894	424,851	178,749	42.1
In 1893	444,031	179,780	40.5

In 1892	460,576	188,126	40.
In 1891	375,708	102,528	27.3
San Francisco prem's, 1895	92,669		
San Francisco prem's, 1894	125,828		
San Francisco prem's, 1893	131,899		

11 *Charles D. Haven.*

Liverpool & Lon. & Globe	\$300,583	\$155,044	51.6
In 1894	393,529	214,146	54.4
In 1893	426,132	223,008	52.5
In 1892	422,259	209,459	49.6
In 1891	388,255	144,036	37.1
In 1890	402,316	167,726	41.7
San Francisco prem's, 1895	49,827		
San Francisco prem's, 1894	95,550		
San Francisco prem's, 1893	99,586		

12 *George D. Dornin.*

National. Hartford	\$242,642	\$143,575	59.1
Springfield	46,472	5,557	11.9
Total 1895	\$289,114	\$149,132	51.5
In 1894	247,450	137,139	55.4
In 1893	221,656	130,118	58.7
In 1892	217,548	101,633	46.7
In 1891	177,139	69,773	39.4
In 1890	158,023	61,459	39.0
San Francisco prem's, 1895	35,974		
San Francisco prem's, 1894	20,319		
San Francisco prem's, 1893	22,318		

13 *George C. Boardman.*

Ætna	\$262,692	\$123,044	46.8
In 1894	265,312	116,138	43.7
In 1893	284,162	138,361	48.7
In 1892	305,386	132,543	43.4
In 1891	310,006	118,790	38.3
In 1890	284,822	76,232	26.7
San Francisco prem's, 1895	37,932		
San Francisco prem's, 1894	47,411		
San Francisco prem's, 1893	53,145		

14 *C. F. Mullins.*

Commercial Union	\$262,300	\$88,908	33.9
In 1894	319,372	147,469	46.2
In 1893	350,681	110,935	31.6
In 1892	366,491	167,998	45.8
In 1891	348,097	109,599	31.5
In 1890	348,249	118,612	34.0
San Francisco prem's, 1895	46,955		
San Francisco prem's, 1894	59,404		
San Francisco prem's, 1893	64,824		

15 *W. J. Catlingham.*

Scottish Union & Nat'l	\$163,221	\$82,049	50.2
Orient	58,118	35,884	61.7
Total 1895	\$221,339	\$117,933	53.3
Total 1894	275,681	153,249	55.6
Total 1893	240,580	114,190	47.4
Total 1892	229,706	107,094	46.6
Total 1891 (three co's)	278,735	135,060	48.4
Total 1890	250,942	102,731	40.9
San Francisco prem's, 1895	22,570		
San Francisco prem's, 1894	36,276		
San Francisco prem's, 1893	35,978		

16 *Stephen D. Ives.*

Home Mutual	\$206,019	\$114,418	55.5
Union, Pa.	14,960	4,544	30.3
Total 1895	\$220,979	\$118,981	53.9
In 1894	256,628	157,652	61.4
In 1893	298,191	121,181	40.6
In 1892	324,498	129,715	39.9
In 1891	327,157	132,196	40.1
In 1890	312,464	137,395	40.1
San Francisco prem's, 1895	21,875		
San Francisco prem's, 1894	21,363		
San Francisco prem's, 1893	23,490		

17 *Tom C. Grant.*

North British & Mercant'e	\$177,254	\$108,078	61.0
*Greenwich	34,654	8,602	24.8
Total 1895	\$211,908	\$116,680	55.0
In 1894	241,804	81,714	35.0
In 1893	258,543	135,022	52.2
In 1892	261,905	102,487	38.6
In 1891	253,482	85,946	34.0
In 1890	177,358	84,722	47.0
San Francisco prem's, 1895	30,065		
San Francisco prem's, 1894	45,470		
San Francisco prem's, 1893	46,235		

* 10 months.

18 *Mann & Wilson.*

Lancashire	\$182,480	\$71,478	39.1
Total 1894 . (five co's)	231,989	93,910	40.8
Total 1893	244,970	85,334	34.8
Total 1892	276,980	119,600	43.1
Total 1891	256,812	102,489	40.0
Total 1890	287,427	89,721	31.2
San Francisco prem's, 1895	44,479		
San Francisco prem's, 1894	68,243		
San Francisco prem's, 1893	75,387		

19 *George H. Tyson.*

German-American	\$180,696	\$77,162	42.7
In 1894	234,421	117,868	50.9
In 1893	248,470	116,187	46.8
In 1892	254,759	111,380	41.8
In 1891	166,491	64,684	38.8
San Francisco prem's, 1895	30,168		
San Francisco prem's, 1894	41,426		
San Francisco prem's, 1893	35,198		

20 *Butler & Haldan.*

Phoenix of London	\$145,583	\$87,860	59.1
Providence-Washington	28,672	22,529	78.5
Total 1895	\$177,255	\$110,389	62.2
Total 1894	224,653	114,336	50.9
Total 1893	194,394	99,510	51.1
Total 1892	243,870	101,391	41.6
Total 1891	225,201	91,338	40.6
Total 1890	230,841	105,655	45.9
San Francisco prem's, 1895	40,855		
San Francisco prem's, 1894	53,146		
San Francisco prem's, 1893	53,081		

21 *Rudolph Herold, Jr.*

Hamburg Bremen	\$173,047	\$74,603	43.0
Total 1894 (two co's)	232,497	111,217	47.8
Total 1893	266,974	127,781	44.1

Total 1892 . . .	259,444	125,792	49.9
Total 1891 . . .	238,071	81,205	35.4
Total 1890 . . .	237,971	118,382	45.5
San Francisco prem's, 1895 . . .	58,592		
San Francisco prem's, 1894 . . .	87,129		
San Francisco prem's, 1893 . . .	86,495		
Hamburg Bremen's figures only. Niagara with drew May, 1895.			

22 *Frank J. Berlin*

Atlas . . .	\$151,087	\$ 80,928	53.5
In 1894 . . .	171,031	57,841	33.6
Total 1893 (several co's) 181,892	137,281	75.5	
Total 1892 . . .	200,672	97,763	48.7
Total 1891 . . .	195,716	81,867	43.1
Total 1890 . . .	188,286	93,208	49.5
San Francisco prem's, 1895 . . .	20,287		
San Francisco prem's, 1894 . . .	47,890		
San Francisco prem's, 1893 . . .	49,877		

23 *Jas. D. Bailey.*

Ins. Co. North America . . .	\$145,327	\$ 75,991	54.4
In 1894 . . .	148,800	63,697	42.7
In 1893 . . .	148,821	62,721	42.1
In 1892 . . .	171,181	67,311	39.3
San Francisco prem's, 1895 . . .	13,465		
San Francisco prem's, 1894 . . .	14,395		
San Francisco prem's, 1893 . . .	18,390		

24 *A. T. James.*

Alliance of London . . .	\$131,423	\$ 70,591	57.3
In 1894 . . .	100,613	78,488	48.8
In 1893 . . .	208,793	152,642	73.1
In 1892 . . .	278,323	116,525	42.0
San Francisco prem's, 1895 . . .	44,036		
San Francisco prem's, 1894 . . .	57,666		
San Francisco prem's, 1893 . . .	19,213		

25 *George F. Grant.*

London and Northern . . .	\$124,182	\$101,312	81.6
Total 1891 . . .	177,809	113,259	63.0
Total 1893 . . .	196,297	95,838	48.9
Total 1892 . . .	183,768	104,395	56.7
Total 1891 . . .	153,570	68,722	44.7
San Francisco prem's, 1895 . . .	37,606		
San Francisco prem's, 1894 . . .	48,938		
San Francisco prem's, 1893 . . .	50,873		

26 *V. Carus Driffield.*

Transatlantic . . .	\$122,763	\$ 88,861	72.3
In 1894 . . .	124,820	86,141	69.0
In 1893 . . .	149,993	75,732	51.5
In 1892 . . .	115,919	41,601	36.0
In 1891 . . .	53,376	18,383	31.4
In 1890 . . .	50,315	23,981	47.6
San Francisco prem's, 1895 . . .	40,970		
San Francisco prem's, 1894 . . .	51,452		
San Francisco prem's, 1893 . . .	51,968		

27 *Walter Speyer.*

North German . . .	\$122,665	\$ 54,722	44.6
In 1894 . . .	122,250	39,338	32.2
In 1893 . . .	106,774	41,283	38.6
In 1892 . . .	97,653	49,238	50.4
In 1891 . . .	93,251	27,035	29.0
In 1890 . . .	93,443	42,460	45.4
San Francisco prem's, 1894 . . .	44,694		
San Francisco prem's, 1894 . . .	66,237		
San Francisco prem's, 1893 . . .	66,380		

28 *H. M. Grant.*

Western . . .	\$ 67,859	\$ 38,629	56.9
British America . . .	50,894	33,261	65.3
Total 1895 . . .	\$118,753	\$ 71,890	60.5
Total 1894 . . .	150,455	109,508	68.7
Total 1893 . . .	176,017	115,533	65.6
San Francisco prem's, 1895 . . .	15,328		
San Francisco prem's, 1894 . . .	38,850		
San Francisco prem's, 1893 . . .	36,693		

29 *Galle & Frank.*

Magdeburg . . .	\$111,275	\$ 51,943	45.8
In 1894 . . .	118,013	64,089	54.0
Total 1893 (3 co's) . . .	130,669	58,495	44.9
Total 1892 . . .	112,237	63,241	56.4
Total 1891 (4 co's) . . .	120,712	55,993	46.2
Total 1890 (4 co's) . . .	130,322	65,415	50.0
San Francisco prem's, 1891 . . .	31,967		
San Francisco prem's, 1894 . . .	54,126		
San Francisco prem's, 1893 . . .	62,126		

30 *Cesar Berthou.*

Hanover . . .	\$ 59,719	\$ 38,115	63.8
Germania . . .	22,374	14,414	64.0
Firemens, Md. . .	12,502	4,107	32.4
Prussian National . . .	16,215	115	.9

Total 1895 . . .	\$110,810	\$ 56,781	51.1
Total 1894 . . .	152,201	51,417	33.8
Total 1893 . . .	148,933	57,153	38.4
Total 1892 . . .	145,736	61,768	42.4
Total 1891 . . .	123,301	28,557	23.2
Total 1890 . . .	101,786	27,998	27.5
San Francisco prem's, 1895 . . .	52,894		
San Francisco prem's, 1894 . . .	71,836		
San Francisco prem's, 1893 . . .	72,129		

31 *Clutton, Bell & Co.*

Union, London . . .	\$107,415	\$ 56,902	52.9
Total 1894 . . .	130,416	59,711	45.8
Total 1893 . . .	120,540	54,886	45.5
Total 1892 (two co's) . . .	100,469	37,491	37.0
Total 1891 . . .	64,913	10,239	16.0
Total 1890 . . .	56,274	23,792	42.9
San Francisco prem's, 1895 . . .	20,650		
San Francisco prem's, 1894 . . .	33,437		
San Francisco prem's, 1893 . . .	35,884		

32 *Hugh Craig.*

New Zealand . . .	\$101,512	\$ 79,838	78.6
In 1894 . . .	113,734	75,807	66.6
In 1893 . . .	201,572	126,055	62.6
In 1892 . . .	169,352	81,479	40.9
In 1891 . . .	153,106	50,837	32.2
In 1890 . . .	182,550	59,318	32.5
San Francisco prem's, 1895 . . .	40,654		
San Francisco prem's, 1894 . . .	40,950		
San Francisco prem's, 1893 . . .	43,906		

33 *J. M. Beck.*

Fire Association of Pa. . .	\$ 89,582	50,061	55.8
In 1894 . . .	90,106	61,611	68.4
Total 1893 . . .	151,443	95,104	62.9
Total 1892 . . .	130,057	65,394	50.2
In 1891 (one company) . . .	40,257	13,611	33.8
San Francisco prem's, 1895 . . .	25,645		
San Francisco prem's, 1894 . . .	16,731		
San Francisco prem's, 1893 . . .	26,774		

34 *Chas. Christensen.*

American Central	\$ 47,912	\$ 39,679	82.8
*St. Paul	19,389	1,650	8.5
†Delaware	14,654	17,240	117.6
‡Pacific	2,483	2,998	120.7
<hr/>			
Total 1893	\$ 84,438	\$ 61,567	72.8
Total 1894	134,177	71,943	53.6
Total 1895	153,491	74,743	48.7
Total 1892	163,149	38,439	23.5
Total 1891	132,408	37,580	28.5
Total 1890	141,421	43,208	30.5
San Francisco prem's, 1895 . .	13,186		
San Francisco prem's, 1894 . .	32,005		
San Francisco prem's, 1893 . .	34,796		
*Began writing June 15, 1895			
†Reinsured June 15, 1895			
‡Reinsured Nov. 8, 1895			

35 *Voss, Conrad & Co.*

Aachen & Munich	\$ 80,174	\$ 22,093	27.5
Total 1894 (five co's)	144,837	48,326	33.3
Total 1893	131,318	49,559	36.9
San Francisco prem's, 1895 . .	35,066		
San Francisco prem's, 1894 . .	68,501		
San Francisco prem's, 1893 . .	113,761		

36 *W. S. Du Val.*

Continental	**72,469	\$ 60,243	83.1
In 1894	231,168	109,018	47.6
In 1893	201,060	90,633	45.1
In 1892	295,363	73,601	25.0
In 1891	211,188	25,080	11.9
In 1890	66,939	26,850	40.1
San Francisco prem's, 1895 . .	20,715		
San Francisco prem's, 1894 . .	22,831		
San Francisco prem's, 1893 . .	13,245		
*California.			

37 *D. A. Spencer.*

Westchester	\$ 69,775	\$ 53,006	75.9
In 1894	102,521	65,889	64.2
Total 1893 (two co's)	149,270	118,822	79.2
Total 1892	170,780	90,461	53.2
Total 1891	146,375	52,248	35.7
In 1890 (one company)	88,644	32,217	36.3
San Francisco prem's, 1895 . .	18,936		
San Francisco prem's, 1894 . .	21,129		
San Francisco prem's, 1893 . .	16,565		

38 *Syz & Co.*

Helvetia-Swiss	\$ 44,598	\$ 35,678	79.9
Baloise Fire	8,655	5,727	66.1
<hr/>			
Total 1895	\$ 53,253	\$ 41,405	77.8
Total 1894	119,370	55,205	46.2
Total 1893	118,293	7,537	40.2
Total 1892	110,127	53,804	49.0
Total 1891	113,967	37,913	33.2
Total 1890	107,152	70,270	65.6
San Francisco prem's, 1895 . .	27,036		
San Francisco prem's, 1894 . .	59,474		
San Francisco prem's, 1893 . .	68,599		

39 *Ed. E. Potter.*

Franklin Fire	\$ 27,080	\$ 25,150	92.9
Williamsburg City	13,817	6,734	48.7
<hr/>			
Total 1895	\$ 40,897	\$ 31,884	78.8
Total 1894	86,490	28,054	32.4
Total 1893	117,714	33,351	28.3
Total 1892	72,230	22,154	30.7
San Francisco prem's, 1895 . .	12,535		
San Francisco prem's, 1894 . .	14,094		
San Francisco prem's, 1893 . .	28,942		

40 *L. L. Bromwell.*

Milwaukee Mechanics	\$ 40,838	\$ 37,970	93.0
In 1894	63,729	7,711	12.1
San Francisco prem's, 1895 . .	12,714		
San Francisco prem's, 1894 . .	13,400		

41 *O'ell, Donnell & Co.*

*Patriotic	\$ 38,590	\$ 22,563	58.4
City Agency	29,558		
<hr/>			
Total 1895	\$ 68,148		
Total 1894	81,618		
Total 1893	98,871		
Total 1892	109,443		
San Francisco prem's, 1895 . .	38,284		
San Francisco prem's, 1894 . .	38,803		
San Francisco prem's, 1893 . .	37,244		
*Ceased writing Sept. 1, 1895			

42 *George W. Turner.*

Northwestern National	\$ 24,612	\$ 22,106	89.8
In 1894	65,956	27,223	41.3
In 1893	30,891	10,637	34.3
San Francisco prem's, 1895† . .	3,600		
San Francisco prem's, 1894 . .	13,465		
San Francisco prem's, 1893 . .	8,468		
†Estimated			

Monthly Pacific Coast Fire Insurance Losses.

Month	1895	1894	1893
January	\$245,720	\$406,024	\$367,760
February	297,676	491,475	277,968
March	292,927	381,308	340,866
<hr/>			
First quarter	\$845,323	\$1,278,807	\$986,594
April	483,235	459,131	392,633
May	219,059	327,783	357,970
June	616,805	302,175	454,257
<hr/>			
Second quarter	\$1,319,099	\$1,089,689	\$1,204,860
<hr/>			
First six months	\$2,164,422	\$2,367,896	\$2,191,454
July	518,159	430,263	968,579
August	501,829	542,056	646,829
Sept.	378,926	781,363	525,191
<hr/>			
Third quarter	\$1,398,914	\$1,753,682	\$2,140,602
October	324,275	349,243	511,563
November	288,652	530,431	393,060
December	448,260	174,530	407,770
<hr/>			
Fourth quarter	\$1,061,187	\$1,054,804	\$1,314,393
Last six months	2,460,101	2,808,486	3,454,993
Totals	4,624,523	5,176,382	5,646,399

Insurance Company of North America.

ONE HUNDRED AND FOURTH ANNUAL STATEMENT—OVER FIVE MILLION DOLLARS SURPLUS TO POLICYHOLDERS—OLDEST INSURANCE COMPANY IN THE UNITED STATES.

We are able to print elsewhere this month a summary of the 104th annual statement of the Insurance Company of North America. The usual evidence of unusual strength is presented in the attractive summaries. The assets are nearly ten millions, the reserve for reinsurance is nearly four millions, the surplus to policyholders is over five millions, the surplus over the three millions capital is over two millions, the income last year was in round numbers six millions, or over a hundred thousand more than in the previous year.

1792—1896! Over a century! \$85,345,523 losses paid in these 104 years! A record to be proud of—worth the telling and the printing, and the posting on the outer wall. Continent wide and long is the good reputation of the Insurance Company of North America. Agencies everywhere—in the large cities of the valleys, in the towns on the plains, in the hamlets on mountain sides—in the frozen North, in the torrid South, in the old and sober East, in the young and stirring West, the signs and the representatives and the good record of the old square-dealing Insurance Company of North America.

On the Pacific Coast, under the conservative management of General Agent James D. Bailey, the Insurance Company of North America pursued the tenor of its way, unmoved by rate-war's alarms, maintaining its income, incurring the average losses, retaining old and making new friends, and extending its business in directions which will yield substantial returns.

IN THESE days of numberless bicycles, and electric cars and horseless carriages, live-stock insurance companies (there are still a few) must be cancelling freely as the alternative of bankruptcy. In the West horses are being butchered for their

hides, and their flesh is either canned for European soldiers or converted into fertilizers. The old saying, "Do not look a gift horse in the mouth," is no longer apropos.

Lloyds Plate Glass.

In ten years this successful New York plate glass insurance company has trebled its business. Liability to plate glass breakage is illustrated by the experience of the company—an average loss on one of every seven policies. The Lloyds Plate Glass Ins. Co. furnishes first-class indemnity, having \$427,473 surplus funds. Gains were made last year in assets and surplus. Chas. Christensen represents the Lloyds Plate Glass in this field.

Supreme Court of British Columbia Decision.

ELIZABETH BEER V. LONDON & CANADIAN FIRE INS. CO.; BEFORE JUSTICE DRAKE.
PRO RATA CONTRIBUTION—CANCELLATION.

In this case the court delivered judgment orally, which we abridge as follows:

Action was brought to recover \$3,500. Defense was that the company did not make the policy, did not deliver it to plaintiff, that the policy was not in force, and that the defendant was not liable because there was prior insurance.

At law, unless there is a contract to that effect, as soon as a risk is undertaken there is no right of action to recover the premium. The refunding of a part of premium is not a condition precedent to cancellation.

The plaintiff was insured in the Eastern company, and that policy was assigned to a man named Kent to secure an advance of \$1,000. Plaintiff, desiring a further advance, applied to the agent (Boggs) of the company to furnish it. Mr. B. was unable to do so, and he then went to the London & Canadian Fire Ins. Co. for an advance further of the sum of \$1,600, which was agreed to on condition that a policy be made in their office for \$3,500. At the time it was issued. Mr. Brown, acting for defendant company, had knowledge of the other policy in the

Eastern company, and he suggested that that policy would have to be canceled.

Mr. Brown was a director of the London & Canadian Ins. Co. and at the same time was one of the principals in the mortgage company. He knew of the existence of the Eastern policy and that it should be canceled. He did not ascertain whether it was canceled or not.

Next day Mr. Beer instructed Mr. Boggs to cancel the Eastern policy. Mr. Boggs' suggestion that the Canadian company was not a chartered company moved Mr. Beer to call on Mr. Brown and ask whether the Eastern policy could not be continued. The reply was in the negative. All parties then treated that policy as canceled. Mr. Boggs said he canceled it.

There was a great deal of evidence as to what entries appeared in Mr. Boggs' books; but these books have nothing whatever to do with the fact as to whether the policy was canceled or not. That cancellation arises simply from the expression given by the insured party, and not from the mode in which that expression is entered in the agent's books.

A fire having occurred within a short time after this policy was effected, and after the security was given, and the attorney for the plaintiff having made a written demand on both companies, this action arose. It was strongly urged that if Mr. Boggs thought that the cancellation was completed he would have so informed his company. But this does not necessarily follow. He gave the facts, and left the management to decide whether the policy was canceled or not.

If the policy was not canceled, Mr. Boggs' company would be liable, and the Canadian company would not be; and it is in the interest of both insurers to allege that the policy of the other company alone is in force.

In the opinion of the court, however, the cancellation was complete on the day on which notice was given to Mr. Boggs. The fact that Mrs. Beer's attorney made application for payment of the money is not a revival of the policy; he may have

been improperly instructed, or he may not have had any information at all. The first policy was canceled, and the plaintiff is entitled to recover from the London & Canadian.

Hamburg-Bremen Fire Insurance Company.

The annual statement of the United States branch of the Hamburg-Bremen, just at hand, shows \$1,422,724 assets and \$521,090 surplus. Assets gained \$92,000, and surplus gained \$93,000. On the Pacific Coast the Hamburg-Bremen, under the management of Rudolph Herold Jr., increased its premiums \$17,000, and incurred only 43 per cent. losses.

Sacramento Board of Fire Underwriters.

At the semi-annual meeting of the Sacramento local board the following officers were elected for the ensuing term: President, M. J. Curtis; vice-president, N. L. Drew; sec'y-treas., J. M. Milliken; ass't sec.-treas. and inspector, P. de S. Olney; executive committee, R. H. Hawley, Frank Hickman, C. H. Denton, Geo. H. Kromer, W. N. Benning.

Pomona Fire Insurance Association.

Pomona, Cal., has a local board, organized through the agency of Mr. Richards. The officers are: P. J. Dreher, president; Walter A. Lewis, secretary; P. J. Dreher, W. H. Macy, A. H. Tufts, executive committee. The constitution and by-laws took effect February 6. The rate books three and four furnish the standard rating. The executive committee, in circular No. 1, ask the co-operation of managers, and protection from outside "invasion" and from overhead writing in San Francisco.

Stockholder's Liability.

Judgment was obtained against the Northwest F. & M. Ins. Co. in an Illinois court. An attempt was made to enforce the judgment in Portland. It was held that the weight of authority is that a judgment is a contract. It was urged that the defendant was a stockholder in the plaintiff company (Rose, receiver, v.

Northwest, and that the judgment was recovered for assessments levied on the stock. It was held that the rule is well settled that a stockholder cannot, in a proceeding against him by a creditor, set off a debt due him by the corporation.

Effects of the Rate War in California.

The comparative table printed elsewhere, giving the risks written and premiums for the past two years, in parallel columns, tells a story which can hardly be strengthened by any comments. To apply a newspaper phrase which seems appropriate, the several columns furnish a "deadly parallel" which convicts fire underwriters of suicidal practices.

The total premiums from the California business in 1895 were little more than they were in 1885. Compared with 1894, premiums in 1895 were \$1,632,476 less. But there was no decline in the losses. The amount paid for losses last year, \$2,850,672, was the largest ever paid in any single year in California, excepting 1888, the year of the conflagrations in San Francisco, Suisun and San Diego.

The loss in California premiums was divided as follows: San Francisco, \$675,773; remainder of the state, \$956,703. The "war" raged in the "protected" cities, but as San Francisco contributed its usual proportion of the total California premiums, it is evident that the "cutting" was deeper in the fire-protected cities in the interior than it was in San Francisco—unless, of course, there was a disproportionate amount of term business written in the metropolis.

The average premium rates in California during the past two years have been as follows:

<i>Classes.</i>	<i>1894.</i>	<i>1895.</i>
American	1.72	1.28
Foreign	1.64	1.33
Total	1.70	1.31

"I would rather see every dollar I have in the world burned up for fuel under the boilers of a battleship than to see this country take any other stand than that which accords with its dignity and self-respect." — President Moore, Continental Ins. Co.

The San Francisco Business.

No where on the Pacific Coast was the rate war of 1895 as injurious as in San Francisco. The premium income was the lowest of all the years reported, from 1877 down, and the losses paid were the largest since 1886. Fortunately the losses in the state outside of the metropolis were \$330,897 less than in the previous year.

The average ratio of losses to premiums in San Francisco last year was nearly 60 per cent. The average ratio in California outside of San Francisco was about 61 per cent., which, however, is only slightly in excess of the usual average ratio for this outside district.

These ratios, bad as they are, are exceeded by the actual experience, for no account is taken of extraordinary cancellations and term writings. Two years from now we shall be better able to measure the cost of this war in San Francisco for the year just past as well as for the present year.

The average rate of premium in San Francisco in past years we have no means of determining. The principal cutting having been done in this city, as compared with the remainder of the state, we may fairly assume that the decline in the California premium rate from 1.67 to 1.30 was mainly a decline in the San Francisco premium rate.

Many offices do not separate their San Francisco writings from California outside, and some offices perhaps do not care to report the amounts written in the city. However, fifteen American and twenty-three foreign companies have favored the COAST REVIEW with their figures. It would not be fair, under the circumstances, to print them, but of course we are at liberty to give the totals. These totals probably yield a more favorable average than the totals of all the companies, for it is fair to assume that the majority of the companies which withheld their figures declined to give them because the average premium rate was exceedingly low.

The fifteen reporting American com-

panies wrote \$32,953,838 San Francisco risks, and the premiums on same were \$351,564. The average premium rate was 1.06 plus.

The twenty-three reporting foreign companies wrote \$66,502,014 on San Francisco risks, with a premium income of \$796,467. The average premium rate was 1.20 minus.

The average premium rate of the thirty-eight companies was 1.15. This is the average of a little over half of the companies now doing business in the state. The average of all is doubtless somewhat less.

Eliminating cancellations and increased term business from our calculations, we find that San Francisco rates as a whole have been cut about 35 per cent. It will not be surprising if the returns for 1896, coupled with those for 1895, demonstrate an average cut of 50 per cent.

Life and Casualty Paragraphs.

SIX millions of insurance on the tenth anniversary of the Preferred Accident is something to brag of.

EVERY one of the 3,000 members of the Order of Chosen Friends in California should read the January COAST REVIEW.

EVERY ONE of the 16,000 members of the A. O. U. Workmen in California should read the December COAST REVIEW.

Common Sense, the Provident Savings quarterly, prints an interesting article exploding the "profound mystery" of life insurance. It is only the ignorant solicitor who must needs make a mystery of life insurance.

E. E. CLAPP & CO., of New York and suburban accident department of the Fidelity & Casualty Co., sent out a circular to agents, announcing an increase of \$25,000 as the result of the year's work. Now they ask for \$50,000 increase in 1896, and are willing to put up a bond that they themselves will increase the business thirty per cent. in New York city this year.

THE Union Central Life wrote \$26,642,011 new business in 1895, a gain of \$3,896,577. Insurance in force gained \$9,000,000.

CHICAGO business men have decided to organize a stock life insurance company with \$500,000 capital and \$500,000 surplus, to be increased another million if advisable. A committee of twenty-five has the affair in charge.

THE Preferred Accident Ins. Co. pays for loss of hand or foot "by complete severance." The Fidelity & Casualty specifies "actual separation at or above the wrist or ankle." The Travelers "by severance," and the Pacific Mutual "by dismemberment."

THE "woman's accident policy," original with the Standard of Detroit, gives fixed compensation, not only for loss of life, limb, or sight, but for loss of fingers, toes, and for fractures and dislocations. The rates for this form of policy are lower than those paid by men.

"Agate" in *Insurance World* praises the *Travelers Record*, *Etna*, *Union Central Advocate* and *Common Sense*, all company papers, and deserving of the praise. "There are others." Equally entitled to praise are the *Union Mutual Bulletin* and the *Massachusetts Mutual*, *Weekly Statement*, *Equitable Record* and *News Letter*.

PAPERS and Transactions Actuarial Society of America, Oct. 10-11, 1895: 274 pages. Contents: Mortality Experience on Endowment Policies, Effect of Hard Times on Standard of Selection, Premiums Paid on Bonds and Interest account, Decreasing Rate of Interest, etc., etc. We shall be able to quote in a future number.

THE Central Accident Ins. Co. of Pittsburgh closed the year with \$207,994 assets. This new company has confined its business substantially to Allegheny county, Pennsylvania, but in nine months it has written over nine millions of new personal accident and plate-glass business. The Central has a California agency under contemplation.

THE Bankers Alliance of Los Angeles has a new organ, the *Investor*, in San Francisco, likewise with office in the Mills building. It resembles the association's own Los Angeles paper.

WILLIE'S CHUM, Poultney Bigelow, returned from Berlin without accomplishing anything. The official weather in Deutschland was cold, and Poultney was glad to return to the land of the free. Meantime war has broken out afresh at Albany, where there is a renewed effort to Pierce the coat-of-mail of the offending Deutscher.

PRINCE HENRY of Battenberg thoughtfully insured his life for \$500,000 with less thoughtful English offices when he went to larrup the Ashantees in Blackland. There was no danger in battle, but another foe, the jungle fever, laid the young man low in death. \$500,000 less the premium is a large sum to pay for a princely advertisement.

HE IS AN insurance agent, and he bravely and generously volunteers to sacrifice one-tenth of the required 100 square inches of cuticle to save the life of a child who was almost fatally burned: and the alleged newspaper wits, shamed into common decency, do not hint that this cuticle may have been taken from his adamantine cheek. The name of this self-sacrificing and most honorable gentleman is W. L. Stone, a special agent at Madison, Wis., for the Pacific Mutual Life Insurance Co. of San Francisco.

Fraternal Life Association.

When this San Francisco humbug fizzled, the COAST REVIEW's prediction was fulfilled. The association left over \$18,000 unpaid claims. The claimants are now bringing suit against the members to recover from them their pro rata of the unpaid claims. This is a liability which all members of assessment insurance companies assume when they "join." Seemingly, however, in the present case, some attorney or other interested person is working this matter up for his own profit.

Wm. A. Davies, ex-president, sends out a circular letter to ex-members of the defunct association, intimating that it will be an expensive matter to defend these suits separately, and announcing that the ex-attorney of the ex-association is ready to protect their interests collectively for a moderate fee. The fears of the ex-members are thoughtfully stirred up by the incidental remark that the fee for defending a single claim will be \$200.

With the moral or legal obligation to pay these claims we shall not concern ourselves: but the COAST REVIEW has no hesitation in saying that there is no probability that any ex-member will ever be called on to pay a dollar of these claims by the courts. If any ex-member chooses to walk into this "parlor," all right; but if he prefers to spend his money himself, there may be an attorney who will be disappointed.

January Fires.

Washington.

—, Seattle, dwg:	
Williamsburg City	\$150
—, Ellensburg, fr dwg:	
Ætna	\$1,500
4. Ellensburg, fr slaughter house:	
Bamburg-Bremen	\$1,000
Transatlantic	1,000
—, Seattle, fr dwg:	
Ætna	\$1,000
17. Colfax, fr dwg:	
Phenix, Brooklyn	\$700
15. Medical Lake, dwg and funeral:	
Firemans Fund	\$1,462
24. Walla Walla, dwgs:	
Firemans Fund	\$1,550
19. Near Snohomish, fr dwg:	
Hanover	\$760
30. Snohomish, conts of dwg:	
Norwich Union	\$650
Western	550
1. Spokane co., dwg and conts:	
Hartford	\$1,000
14. Tacoma, dwg:	
Hartford	\$650
17. Lincoln co., dwg and barn:	
Royal	\$950
21. Everett, dwg and conts:	
Springfield	\$1,388
26. (Dec.) Seattle, conts fr dwg:	
Northern Assurance	\$1,308
14. Seattle, dwg and conts:	
American	\$900
7. Union City, fr hall and drug store:	
British America	\$500

Western Assurance	1,321
20. Spokane, stock clothing:	
British America	\$500
21. Seattle, br bldgs:	
Western	\$2,561
Losses under \$500	\$7,509
Total Washington	\$28,908

*
Oregon.

1. Portland, dwg and conts:	
Phoenix, London	\$600
3. Centralia, fr bldg:	
Westchester	\$600
3. Junction City, fr dwg and conts:	
Phoenix, Hartford	\$575
7. Baker City, fr dwg and conts:	
Phoenix, Hartford	\$1,350
3. (Jan.) Forest Grove, dwg:	
Hartford	\$550
26. East Portland, mdse in fr bldg:	
Phoenix, Hartford	\$500
11. Umatilla co., fr dwg:	
American, Pa.	\$1,500
28. (Dec.) Portland, fr dwg:	
Liverpool & London & Globe	\$566
11. Corvallis, fr dwg and furni:	
Ætna	\$770
—. Athena, fr barn and conts:	
Home, N. Y.	\$1,300
Losses under \$500	\$2,705
Total Oregon	\$11,016

*
Idaho.

—. Ada co., farm property:	
Continental	\$600
31. Juliette, wheat and ware house:	
Hartford	\$1,166
Royal	2,630
Alliance	4,800
31. Latah co., dwg and conts:	
Hartford	\$1,325
Losses under \$500	\$250
Total Idaho	\$10,771

*
Montana.

19. Butte, bldg:	
Phoenix, London	\$600
20. Chinook, bldg and stock:	
Queen	\$910
Home, N. Y.	590
23. (Dec.) Helena, dwg:	
Hartford	\$3,500
3. Helena, fr dwg and conts:	
Ætna	\$ 681
Firemans Fund	3,984
1. Great Falls, br bldg and various stocks:	
Commercial Union	\$2,000
Franklin	1,000
Springfield	2,500
National, Hartford	1,046
Union, London	1,500
Firemans Fund	500
Prussian National	1,216

Firemens, Baltimore	1,000
Phoenix, Hartford	873
Total	\$11,635

—. Miles City, general mdse in fr store:

Phoenix, Hartford	\$750
30. Livingston, general fire:	
Alliance	\$1,000
Phoenix, London	1,500
Hartford	1,125
London & Lancashire	2,250

16. Livingston, fr dwg and conts:

Phoenix, Hartford	\$1,500
Losses under \$500	\$6,273
Total Montana	\$36,248

*
Wyoming.

5. Lander, dwg:	
Firemans Fund	\$1,362
18. Ranchester, hotel and furni:	
Firemans Fund	\$1,084
National, Hartford	1,000
6. Evanston, hotel:	
National, Hartford	\$1,000
Losses under \$500	\$75
Total Wyoming	\$4,521

*
Colorado.

13. Colorado City, foundry and conts:	
Firemans Fund	\$1,200
13. Near Glendale, quartz mill:	
Manchester	\$2,500
23. Pueblo, bldg:	
Lion	\$830
1. Durango, fr dwg and conts:	
North British	\$2,000
Atlas	1,000
20. (Dec.) Denver, general mdse:	
North-German	\$5,485
6. Arapahoe co., dwg:	
North-German	\$722
31. (Dec.) Laramie co., fr dwg and furni:	
Manchester	\$991
Losses under \$500	\$1,678
Total Colorado	\$16,406

*
Utah.

6. Mercur, fr bldg and saloon:	
Insurance Company of North America	\$800
National, Hartford	500
7. Fillmore, fr store and mdse:	
Home, N. Y.	\$1,275
Losses under \$500	\$2,187
Total Utah	\$4,762

*
Arizona.

2. Phoenix, fr dwg and hhd goods:	
Phenix, Brooklyn	\$500
Caledonian	910
Losses under \$500	\$478
Total Arizona	\$1,888

Nevada.

3. Lyon co., farm property:	
Continental	\$3,500
Losses under \$500	\$88

British Columbia.

Losses under \$500	\$518
Total outside territory	\$118,674

California.

5. Attamont, ware-house, wheat, etc.:	
Royal	\$1,211
3. Fruit Vale, hhd furni:	
Royal	\$2,000
9. Fresno, dwg and conts:	
Scottish Union	\$1,000
1. Inyo co., fr dwg:	
Liverpool & London & Globe	\$500
— Orange co., farm property:	
Continental	\$700
3. Oakland, fr dwg and fr barn:	
Home, N. Y.	\$800
14. Lakeport, fr bldrs and conts:	
North British	\$621
26. Orland, mdse and fr bldg:	
Phoenix, Hartford	\$1,000
Transatlantic	1,000
Palatine	3,000
Phoenix, London	950
13. Los Angeles, college:	
Connecticut	\$1,000
Royal Exchange	4,770
Queen	4,795
29. Los Angeles, dwg:	
St. Paul	\$600
— Sonoma co., dwg:	
Alliance	\$800
10. San Luis Obispo, dwg:	
Alliance	\$600
31. Sacramento.	
Commercial Union	\$1,000
1. San Bernardino, fr bldg and conts:	
Lancashire	\$800
16. Visalia, fr dwg and conts:	
Connecticut	\$800
— Los Angeles, furni in dwg:	
London & Lancashire	\$700
7. Oswego, general mdse:	
Hamburg-Bremen	\$2,300
28. Pasadena, fr dwg:	
Westchester	\$800
5. Riverside, raisins:	
Insurance Company of North America	\$600
4. San Diego, fr store and mdse:	
Phoenix, Hartford	\$812
1. San Joaquin co., fr ware house and grain:	
Phenix, Brooklyn	\$2,300
American, Pa.	3,600
Pennsylvania	3,600
Svea	800
13. Sonoma co., farm property:	
Phenix, Brooklyn	\$542
31. (Dec.) Santa Ana, barn and bunk house:	
Firemans Fund	\$780

25. Tulare co., farm property:	
Continental	\$1,900
25. (Dec.) Tehama, dwg and conts:	
New Zealand	\$708
27. (Dec.) Sacramento, fr saloon bldg:	
Orient	\$600
24. Vallejo Junction, dwg:	
Scottish Union	\$750
8. Valona, dwg:	
Royal	\$715
29. Woodland, br woolen mill, machinery and woolen goods:	
Lion	\$ 750
Liverpool & London & Globe	1,000
Manchester	3,050
Caledonian	3,050
American, N. J.	1,125
Scottish Union	2,250
London & Lancashire	2,250
Total	\$13,475
21. Willits, fr lodging house:	
Home Mutual	\$1,933
Losses under \$500	\$20,525
Total California, San Francisco Ex.	\$85,087

San Francisco.

1. Furniture and fixtures:	
Westchester	\$850
17. Merchandise:	
Hamburg-Bremen	\$307
24. Flour mill and machinery:	
Palatine	\$1,633
Hamburg-Bremen	776
Alliance	750
24. Building and contents:	
Royal	\$1,000
13. Frame dwelling:	
Imperial	\$1,500
— Saddlery, harness, etc.:	
Alliance	\$750
11. Brick building:	
New Zealand	\$529
10. Stock of boots and shoes:	
Aachen & Munich	\$617
Phoenix, Hartford	618
Losses under \$500	\$5,132
Total San Francisco	\$14,462
Total California	\$99,519
Total Pacific Coast	\$218,220

Losses by Companies.

American, Pa.	5,772
American Central	923
Aachen & Munich	1,071
Etna	5,152
American, N. J.	1,476
Atlas	1,606
American N. Y.	900
Alliance	8,685
Baloise	94
British America	1,216
Commercial Union	3,332

Caledonian	4,830
Continental	9,100
Connecticut	3,216
Firemans Fund	15,067
Fire Association	476
Firemens, Baltimore	1,033
Franklin	1,000
German-American	816
Greenwich	49
Home, N. Y.	5,881
Hartford	10,489
Hanover	1,309
Home Mutual	2,465
Helvetia	107
Imperial	1,702
Insurance Company of North America	2,228
Lion	2,316
London and Lancashire	6,619
Lancashire	1,483
London	243
Liverpool & London & Globe	4,636
Milwaukee Mechanics	261
Magdeburg	151
Manchester	6,691
North British & Mercantile	3,470
Norwich Union	1,083
New York Underwriters	526
Norwich Union	45
North-German	9,467
National, Hartford	4,350
Northern	1,711
New Zealand	3,552
Northwestern National	250
Orient	1,420
Phoenix, London	3,836
Providence, Wash	34
Palatine	6,052
Pennsylvania	4,263
Phoenix, Hartford	8,935
Prussian National	1,780
Phenix, Brooklyn	5,597
Queen	6,582
Royal Exchange	5,606
Royal	9,659
Svea	1,047
Sun, London	1,691
Scottish Union & National	5,459
St. Paul	1,303
Springfield	4,353
Transatlantic	2,735
Union, London	1,900
Westchester	2,476
Williamsburg City	150
Western	5,563

Oregon Supreme Court Ruling.

MUST ALLEGE OWNERSHIP OF PREMIUMS.

L. M. Stearns.—In case of *The State v. Stearns*, supreme court, Oregon, decision of lower court convicting S. of embezzlement was reversed. The opinion says the allegation that the defendant received

premiums that he failed to turn over to the company according to the nature of his trust, is not an allegation that such money was in fact the property of the company. The indictment failing to negative the ownership in the defendant or allege that the money said to have been embezzled was the property of other than the defendant, it is held no crime is established and therefore the judgment is reversed.

The Franklin Fire Insurance Company.

There are companies which furnish first-class security, do a profitable business, pay handsome dividends, support sound underwriting methods, and do not cheapen their own goods. Of this sound and prosperous kind of companies is the Franklin Fire Insurance Company of Philadelphia, represented in this field by Ed. E. Potter.

This company is sixty-seven years old, and is therefore time-tried as well as fire-tested. Its contracts are backed with over three millions of well invested assets, of which nearly half are clear surplus funds as regards policyholders. A Franklin policy is a splendid guarantee of protection from loss by fire.

Gasoline Engines.

Under the old Pacific Insurance Union rules the following stipulation was required to be inserted in every policy covering the gasoline engine hazard. There was no extra charge:

"Warranted by the assured, that gasoline or gasoline material shall not be kept in, or taken into, the building insured, or the contents of which are insured under this policy, and that the carburetor, generator and reservoir shall be located at least thirty feet from the said building."

We have a letter from Montana in reference to this matter, a number of gasoline engines having been recently set up in that state. The Montana board, we understand, is governed by the old union rules, and the quoted clause is therefore applicable. Managers in San Francisco, we are sure, will not countenance the omission or evasion of the foregoing warranty.

Home Insurance Company of New York.

—
 SPLENDID PROGRESS LAST YEAR EXTRAORDINARY GAINS IN ASSETS AND NET SURPLUS INCREASED REINSURANCE RESERVE
 LARGE GAIN IN FIRE PREMIUMS.

The eighty-fifth semi-annual statement of the Home Insurance Company of New York, summarized elsewhere, gives totals which, compared with those of the year previous, indicate that the past year has been a wonderfully prosperous one. The Home has been riding on the tide which leads to rare good fortune.

The large totals of the various departments of the company's business arrest attention, and the progress during the year may well provoke envy. The assets are now \$9,853,628, the reinsurance reserve is \$4,395,659, the net surplus is \$1,705,455, the policyholders' surplus is \$4,705,455.

During 1895 some \$700,000 was added to the assets of the Home, and the net surplus over liabilities and capital increased \$635,000. The fire premiums gained \$117,000, while the losses were \$321,000 less. Stocks generally suffered a shrinkage in value, especially during the last six months, but the stiff writing down in this respect is not visible in a total of assets so much larger than a year ago.

The Home easily ranks, not only among the American leaders, but among the world's leading fire insurance companies, in assets, surplus and income.

The Home was organized in 1853 with \$500,000 capital, afterward increased to \$600,000, then to \$1,000,000, then doubled, then another half million added, and finally, in 1875, made \$3,000,000, the present capital.

On the Pacific Coast, under the management of General Agent A. E. Magill, the Home, as our readers are aware, has been doing a large share of the business of this field, writing some \$270,000 premiums last year.

The Phoenix Insurance Co. of Hartford also operates jointly with the Home Ins. Co. in this field. The Pacific department of the two companies had a premium income last year of \$579,417 and incurred

only \$221,767 losses. The gain in premiums was \$207,970.

Ætna Life Insurance Company.

The annual statement of this old and substantial Hartford life and accident insurance company, printed elsewhere this month, indicates extraordinary prosperity in 1895. Large gains were made in both departments, and the various totals are all larger than in the previous year's statement. All which indicates effective work in the field and at headquarters.

In the life department the new business was increased nearly \$3,000,000; insurance in force increased upwards of \$4,000,000, and \$1,500,000 was added to the assets, bringing the total up to nearly 44 millions.

In the accident department the business was nearly doubled, insurance in force advancing from \$29,772,550 to \$57,347,350.

Since organized forty-six years ago the Ætna Life has paid its policyholders nearly 100 million dollars.

From its surplus of over \$6,500,000 above all liabilities the Ætna Life has declared its usual increased dividend to policyholders.

The statement, in detail and as a whole, must be more than satisfactory to policyholders and to the management, of which ex-Gov. Morgan G. Bulkeley is at the head.

There is occasion for mutual congratulations.

In this field the life department, under the management of H. B. Houghton, nearly doubled its new business, and increased the insurance in force 20 per cent. The accident department, under the management of John H. Stevens, more than doubled its new business and its insurance in force.

AT THE Boston conference of assessment accident insurers, February 12, it was resolved that the added risk of bicycleriding should be met by increased cost or by reduced benefits.

—The abrogation of dwelling rates in Philadelphia resulted in a "war." At last accounts the rate on one class of risks had been "shot" away to 15 cents for five years.

Digest of Recent Insurance Decisions.

Fire.

7. Rhode Island Underwriters Ass'n v. Monarch, Ky. C. A., 32 S. W. R. 959.

HELD IN TRUST—TITLE.

Where a policy is taken in the name of a trustee on the advice of the agent of the insurer, the agent being aware at the time that the property is held in trust, and that the premium is paid by the cestui que trust, the insurer cannot claim a forfeiture of the policy under a condition avoiding the same unless the interest of the insured is unconditional and sole ownership, though the policy provides that no condition thereof can be waived by an agent except in writing indorsed on the policy.

An insurer cannot avoid liability on a policy taken out by a trustee for the interest of his cestui que trust because he could not have enforced the trust, where the trustee of his own will performs the trust.

CONVEYANCE BY TRUSTEE.

A policy taken out by a trustee, and providing for its forfeiture in case of any change in the title of the property without the consent of the insurer, is not avoided by a conveyance by the trustee to the cestui que trust.

° °

8. Southern Ins. Co. v. Parker, Ark. S. C., 32 S. W. R. 507.

IRON-SAFE CLAUSE.

A clause in a policy on a stock of liquors, etc., in a saloon, providing that the insured should keep his books in a fireproof safe at night, and at all times when the store mentioned in the policy was not actually open for business, is valid, and the effect thereof cannot be defeated by showing that the insured maintained the saloon in connection with his hotel; that the saloon was kept open for business both night and day, and was closed only on Sunday; that the insured kept but one set of books for the hotel and saloon; that he was obliged to frequently refer to the same for the settlement of his guests' accounts, and for that reason kept them under a counter, and they were not placed in the safe oftener than once a month.

° °

9. McLeary v. Orient Ins. Co., Tex. C. C. A., 32 S. W. R. 583.

VACANCY—LOCAL AGENT.

Where a vacancy permit was attached to a policy on buildings owned by two persons,

and defendant instructed its local agents to cancel said permit at the expiration thereof, and said instruction was shown to one of said owners, defendant was not liable for a loss occurring after the permit expired, though the local agents had consented to temporarily extend the permit.

Defendant, in accepting the premium from said agents after the loss, but having no knowledge of the vacancy at the time of the loss or the extension of the permit, did not waive compliance with a stipulation in the policy that defendant would not be liable if the premises were vacant.

° °

10. Faust v. American Fire Ins. Co., Wis. S. C., 64 N. W. R. 883.

KEEPING OF BENZINE.

Where the written portion of a policy covers a furniture store and repair shop connected therewith, and the "furniture, upholstery goods, and other merchandise, not hazardous, usual to a retail furniture store," the keeping of benzine for necessary use in the repair shop will not avoid the policy, though expressly prohibited in the printed conditions thereof.

WAIVER OF PROOFS.

After plaintiff's loss by fire, an adjuster of the company in which he was insured visited the premises, received from plaintiff a list of the property destroyed, and, discovering that benzine had been kept in the building, told plaintiff that that fact rendered the policy void. Thereafter the company refused to communicate with plaintiff in reference to his loss. Held, that this constituted a waiver of the provision of the policy requiring proofs of loss.

° °

11. Germania Fire Ins. Co. v. Warner, Ind. A. C., 41 N. E. R. 969.

APPRAISEMENT.

That plaintiff, in an action against a company to recover for a loss, sets forth in his complaint the facts in connection with appraisal proceedings, as provided in the policy, to determine the value of the articles destroyed, and the extent of the injury to those remaining, does not necessarily change the action from one on the policy to one on the award of the appraisers.

Where an agreement entered into after the loss, and in fulfillment of the clause stipulating therefor in an insurance policy, states that "it is expressly understood that this agreement and appraisal is for the purpose

of ascertaining and fixing the amount of said loss and damage only. * * * and shall not determine, waive, or invalidate any other right or rights of either of the parties," the only question which can be considered as submitted to the appraisers is that of determining the value of the property totally destroyed, and the injury to that not destroyed.

° ° °

12. *Rediker v. Queen Ins. Co. Mich. S. C.*, 65 N. W. R. 105.

OWNERSHIP—MORTGAGE.

The complaint in an action by R. on a policy alleged that it was issued to M. and R. as partners, and that it was assigned to R., and thereafter alleged that at the time of the execution of the policy as aforesaid, and from the time of said assignment till the loss, plaintiff had an interest in the property, being the sole owner thereof in fee simple. Held that, the point not being raised by demurrer, the complaint would not be considered to state that at the issuing of the policy plaintiff was the sole owner of the property, but that at that time he owned only an undivided interest, and that from the time of the assignment he had a sole interest therein.

The complaint in an action by R. on a policy issued to M. and R., and assigned to plaintiff, having shown that, at the execution of the policy, R. was not the sole owner of the property, but that, at the time of the loss, he was such owner, he may show an assignment to him of M.'s interest in the property, though it was not alleged, it not being necessary to allege, how he became the owner.

The provision in a policy that it shall be void, unless otherwise provided by agreement indorsed thereon, if a chattel mortgage be put on the property, may be waived, though the policy provide that no agent shall have power to waive a provision or condition.

° ° °

13. *German F. Ins. Co. v. Stuart, Ind. A. C.*, 42 N. E. R. 286.

INCREASE OF HAZARD.

In an action on a policy, the answer alleged that when the policy was issued the buildings were used as tenements; that before the loss occurred the insured, intending to use them for other purposes, gave notice to quit to the tenants, and that some of them left; that these facts increased the risk. Held, that a demurrer was properly sustained, as the answer did not allege sufficient facts to establish a forfeiture, under a stipulation in the

policy making it void "if the hazard be increased by means within the control" of the insured.

INCUMBRANCE.

The mortgaging of property will not avoid a policy thereon providing that any change "in the title, interest, or possession of the subject of insurance" shall avoid it.

The fact that property becomes incumbered by a judgment lien will not avoid a policy thereon providing that any change "in the title, interest, or possession of the subject of insurance" shall avoid it.

WAIVER OF PROOFS.

The sending of an adjuster by an insurance company to adjust a loss is a waiver of a stipulation in the policy requiring written notice of loss.

The retention by a company of proofs of loss furnished without objection is a waiver of its right to object to them for insufficiency.

THE AGENT.

An insurance agent authorized to make contracts of insurance has authority to receive proofs of loss.

° ° °

14. *Milwaukee Mechanics' Ins. Co. v. Stuart, Ind. A. C.*, 42 N. R. 290.

WAIVER—ARBITRATION.

Where a policy provided that, in case of a disagreement as to the amount of a loss, before an action on the policy could be brought the amount of the loss should be submitted to arbitration, and, after the company's adjuster and assured had negotiated as to the amount of the loss without agreeing, the company demanded further proofs of loss and refused to pay anything till they were furnished, but never offered to submit the loss to arbitration, the company cannot claim that a suit brought on the policy four months thereafter was a violation of its terms as to arbitration.

° ° °

15. *Egan v. Westchester Fire Ins. Co., Or. S. C.*, 42 P. R. 611.

WAIVER BY AGENT.

Where a policy provides that no officer or agent shall have power to waive any of its conditions, except by writing, and that no privilege affecting the insurance shall be claimed by the assured unless so written, after it has been accepted by the assured a parol waiver of any of the provisions of the policy by the agent from whom the insurance was obtained is a nullity.

16. Long Island Ins. Co. v. Great Western Mfg. Co., Kan. C. A., 42 P. R. 738.

WAIVER BY PAROL OF GENERAL AGENT.

A general provision in a policy of insurance that no officer or agent of the company issuing it shall have power to waive any of the conditions of the policy, unless such waiver be in writing, is nugatory, and does not protect the company from a parol waiver made by a general agent.

PARTIAL LOSS.

The plaintiff in an action brought on a contract of insurance, to recover for a loss by fire, cannot recover damages as for a total loss when all the evidence in the case shows that, as to part of the property, the loss was only partial.

° ° °

17. Knop v. National Fire Ins. Co., Mich. S. C., 65 N. W. R. 228.

INSTRUCTION FALSE OATH OF INSURED.

An instruction requiring the facts relied on to prove the defense of fraud in an action on a policy to "admit of no other reasonable explanation" is erroneous, since it requires it to be established beyond a reasonable doubt.

A policy providing for examination of the insured on oath regarding a loss, and that a false oath by him on any matter affecting the insurance or the subject thereof before or after a loss should avoid it, is avoided by a false affidavit of the insured on such an examination that certain property was destroyed, though such affidavit may not have been intentionally false, but carelessly made.

° ° °

18. Smith, County Treas., v. German Ins. Co. Mich. S. C., 65 N. W. R. 236.

COMPETENT JURORS.

How. Ann. St. § 466, providing that, in a trial in which a county is interested, the electors and inhabitants of the county shall be competent jurors, does not deprive the party opposed to the county of a trial by an impartial jury, as their interest as taxpayers is too remote to influence their conduct.

PAINTERS ARE NOT MECHANICS.

Common painters are not "mechanics," within the meaning of such word in a policy which provides that the policy shall be void if "mechanics" be employed in repairing the building for over a certain length of time without the consent of the insurer.

USE AND STORAGE OF GASOLINE.

Where the insurer, after thoroughly exam-

ining the loss, and being aware at the time of the loss that painters were at work on the building, denies its liability solely on the ground that gasoline was stored in the building without its consent, it cannot set up as a defense that the policy was avoided by permitting painters to work on the building without its consent, in violation of a condition in the policy.

A condition in a policy that it shall be void if gasoline be "kept, used, or allowed" on the premises does not prevent the keeping in the building of gasoline to be used in filling gasoline torches for use in removing paint from the building, in order to repaint it.

BURNING OFF PAINT WITH GASOLINE.

Insured procured a painter to remove the old paint from the building. The painter burned the paint off with a gasoline torch. There was evidence that it was the custom to remove paint by the use of torches. The fire originated in the cornice within 15 feet of where the painter had last used the torch. Held, that the use of such torch did not, as a matter of law, increased the hazard, within a provision in the policy avoiding it in case the hazard is increased without the consent of the insurer.

° ° °

19. Ladd v. Ætna Ins. Co., N. Y. C. A., 42 N. E. R. 197.

NON-SUIT.

On appeal from a judgment of non-suit plaintiff is entitled to the most favorable inferences deducible from the evidence, and all contested facts will be deemed established in his favor.

FAILURE TO OPERATE MILL.

Temporary cessation of the operation of the machinery in a sawmill during the illness of the sawyer, the other business of the mill being conducted as usual, does not violate a condition in a policy that it shall be void if the mill "cease to be operated for more than ten consecutive days."

° ° °

20. Sun Fire Office v. Clark, O. S. C., 42 N. E. R. 248.

A DEED A MORTGAGE.

A deed absolute on its face, but shown by a separate written agreement to be a security for the performance of a personal obligation of the grantor to the grantee, is a mortgage.

"TITLE OR POSSESSION."

A policy containing a provision that if any

change take place in the title, interest, or possession of the property insured, by sale, transfer, or conveyance, without the consent of the insurer, the policy shall become void. is not invalidated by the making of a mortgage. The words "title" or "possession," as here used, mean an actual change in law and equity, and the word "interest" means a change in the insurable interest of the owner of the property, neither of which is affected by the execution of a mortgage.

ADDITIONAL INSURANCE.

Where a policy of insurance stipulates that it shall become void by the taking of additional insurance without the consent of the insurer, such stipulation is not within the provisions of section 3,643, Rev. St., for the reason that additional insurance does, as a matter of law, increase the risk, and, if taken without the consent of the insurer, invalidates the policy.

Legal Briefs.

21. The existence of a lien on property is not a breach of condition in a policy requiring unconditional ownership.—*Alamo Fire Ins. Co. v. Brooks* (Tex. Civ. App.) 714.

22. A statement by the company's adjuster to insured that, if he would furnish a list of the goods destroyed, nothing more would be required, is a sufficient waiver of proofs of loss, as required by the policy.—*German Ins. Co. v. Norris* (Tex. Civ. App.) 727.

* * *

Marine.

23. Where a contract is made to insure a cargo to a certain amount, at a reasonable rate of premium, till the facts necessary to determine premium to be charged, and the amount for which a policy will be issued, can be determined by the applicant, and sent to the insurer, failure of the applicant to send such information without unreasonable delay to the insurer, after receiving it, avoids the contract.—*Scammell v. China Mut. Ins. Co.* (Mass.) 41 N. E. 649.

24. Where, on application for insurance on a cargo soon to be shipped, facts necessary to determine the amount of insurance and premiums are not known, a memorandum agreement for insurance to a certain amount, at a reasonable premium, and providing for a policy when the facts are found out by the applicant and made known to the insurer, is a valid contract.—*Scammell v. China Mut. Ins. Co.* (Mass.) 41 N. E. 649.

25. Where a policy insuring a vessel against fire provides that if fire occurs the insured shall protect the property from further damage, and shall put it in the best possible order, and the vessel, on taking fire, is sunk, to extinguish the flames, it is the duty of the insured to raise the vessel; and where the vessel is raised by the insurer, at the request of the insured, the cost of raising may be deducted from the amount due on the policy. 55 Ill. App. 275, affirmed.—*Hebner v. Sun Ins. Co.* (Ill. Sup.) 41 N. E. 627; *Same v. Oakland Home Ins. Co.*, Id.; *Same v. Palatine Ins. Co.*, Id.

Life.

26. *Mullen v. Mutual Life Ins. Co.*, Tex. C. A. 32 S. W. R. 911.

NON-PAYMENT OF PREMIUMS.

In an action on a policy issued to plaintiff and his wife, the petition alleged that the policy was in full force, and that plaintiff and his wife had complied with its terms as to payment of premiums. The answer consisted of a general denial, and a specific denial that the policy was in force at the date of the wife's death. Non-payment of premiums did not vitiate the policy, unless such non-payment occurred after notice. Held, that evidence of non-payment after notice from defendant was admissible.

NOTICE TO WIFE.

In an action on a policy issued on the lives of, and to, plaintiff and his wife, it appeared that the laws of the state where defendant was located provided that no policy should be forfeited for non-payment of premiums, unless a notice in writing, stating the amount due, should have been mailed by the company to insured, and that such a notice had been mailed by defendant, addressed to plaintiff and his wife jointly, and received by plaintiff. Held, that plaintiff could not avail himself of his failure to deliver the notice to his wife, or to inform her of its receipt, and claim that the policy was not forfeited because she had not received notice.

27. *Rossiter v. Aetna Life Ins. Co.*, Wis. S. C., 64 N. W. R. 876.

COMPLETED CONTRACT.

Where deceased, in his application, agreed that the proposed insurance should not be binding on defendant company until the premium should be received by the company, during his lifetime, and defendant's agent afterwards wrote to deceased that he had

his policy, and subsequently left with deceased's clerk a receipt reciting that the policy would be delivered within a specified time, upon payment of a certain sum, and acknowledging payment of a part of the first premium, in board of agent, and defendant's agent represented to deceased's brother that the insurance would hold good from that time, but it was not shown that deceased ever received the receipt, or assented to its terms, or that the premium had been paid in deceased's lifetime, or that the policy was delivered, there was no evidence of a completed contract of insurance, or to insure.

* * *

Assessment Life.

28. *Van Bokkelen v. Massachusetts Ben. Life Ass'n*, N. Y. S. C., 35 N. Y. Supp. 865.

RECENT CONDITION IN FINE TYPE.

A benefit life association which has habitually and without objection allowed calls to be paid by checks mailed by a member on the last days named therein cannot declare a forfeiture of his membership for a failure to comply with a recent condition printed in fine type in its form of mortuary notice, requiring remittances to reach the home office on or before the limitation named therein, where it appears that this was the only notice of the changed conditions sent to plaintiff, and he testifies that he did not see it, and never heard of it till the trial of his action to compel defendant to reinstate him in membership.

o o o

29. *Mass. Ben. L. Ass'n v. Sibley*, Ill. S. C., 42 N. E. R. 137.

DELIVERY OF POLICY.

Where a policy is found in the possession of the beneficiary, the presumption is that it was duly delivered by the insurance company.

An insurance solicitor procured three applications for insurance,—one for himself and two for others. Policies were issued on these applications, and left on the desk of the company's local manager, in envelopes addressed to the respective parties insured, to be taken by the solicitor and delivered. He took the policies, delivered two of them, and retained his own. Held, that his policy had been duly delivered to him.

30. *Mutual Reserve Fund Life Association v. Payne*, Tex. C. C. A., 32 S. W. R. 1033.

SUICIDE.

A company may lawfully stipulate against

liability for the death of insured by his own hand, whether sane or insane.

On the face of a certificate of life insurance was a clause providing that, if the certificate should be in force for five years, it should thereafter "be incontestable for any cause except for non-payment of dues"; and on the second page, among the "provisions, requirements, and benefits," referred to as a part of the contract, appeared a clause that, if insured died by his own hand, whether voluntarily or involuntarily, sane or insane, the company would not be liable. Held, that suicide by insured, after the policy has been in force five years, would not relieve the company from liability.

* * *

Fraternal Life.

31. *Kumle v. Grand Lodge A. O. U. W.*, Cal. S. C., 42 P. R. 634.

VALIDITY OF CERTIFICATE.

In an action by the beneficiary of an insurance certificate against a benefit society, the introduction of the certificate is prima facie evidence of decedent's good standing in the society, though an allegation in the complaint that decedent performed all the conditions of the certificate is denied by the answer, which alleges that at the time of his death decedent was suspended from the society for nonpayment of assessments.

FAILURE TO APPEAL TO SUPREME LODGE.

Where the constitution of a benevolent society provides that a member may appeal from the decision of his lodge to the grand lodge and from the grand to the supreme lodge, the beneficiary of an insurance certificate, whose claim is rejected by decedent's lodge and the grand lodge, is not precluded from suing on the certificate because she did not appeal to the supreme lodge, the constitution not providing that the action of the supreme lodge should be final.

* * *

Accident.

32. *Travelers Ins. Co. v. Cash*, Ind. A. C., 42 N. E. R. 246.

ORDER FOR WAGES.

In an action on a policy it appeared that the policy was issued January 16th, to take effect January 20th, and that for the premium assured gave an order on his employer payable out of his wages for February and the succeeding months, his wages being due on the 18th of the month after that in which

they were earned. The policy recited that it was issued in consideration of an order for money on the employer, and provided that, "in case of just claim before the first premium is due, if the sum due insured is less than the sum of all the payments called for by the order, it shall be credited thereon; if greater, the order shall be receipted and the balance paid the assured." The day before the policy went into effect assured left his employer and drew all his wages, and on February 3d, while still out of such employ, was killed. Held, that plaintiff could recover.

Equitable Life Assurance Society.

In "a folder" this month the reader will find, in detail, the thirty-sixth annual statement of the Equitable Life Assurance Society of the United States, from which he will learn that this great company now has 201 million dollars assets. In the language of Dominie Sampson, we exclaim, "Prodigious!"

Assets gained 16 millions! surplus gained over 3 millions! With millions to write about, one passes lightly over tens and hundreds of thousands as of too little importance.

With the statement itself under his hand, the reader will not thank us for echoing totals. Comparison can be made with last year's statement in the March COAST REVIEW, 1895.

The California agency of the Equitable is now in charge of Cashier Edwin Cramer, in the handsome offices of the society in the Crocker building, San Francisco.

Whack at Weatherby.

Solicitor Weatherby of Wisconsin, incidentally written of elsewhere, offered four dollars for a certificate in an assessment association, said sum to be credited on a policy in the Union Central Life Insurance Co. The Wisconsin insurance commissioner thereupon revoked wily Weatherby's license, and President Pattison of the Union Central promptly discharged the rebater. After all, wicked Weatherby's offer was not accepted, and he was therefore guilty of only an attempt to rebate. Besides, he says he merely wanted the certificate of the association for canvassing purposes, and was ready to buy it

cheap anyway. But his story would not "wash" in official hot water. Wary William A. F., the Wisconsin commissioner, is not "woozy." He would not be deceived by the wish-washy excuses of the wanton Weatherby. And now the wrongdoing would-be rebater, the wither-wrung Weatherby, unlucky wight, wanders widely in search of work for his wit in the service of some other worthy company, less likely to wax wrathful over his illegal attempts to raise the wind.

Duly Appreciated.

We were late with the January number, in order to print the tables which have hitherto appeared in the February COAST REVIEW. But regret for this delay has given place to joy, for inquiries for the delayed book have poured in from every quarter with every post. These numerous inquiries are evidence that the book is serviceable to insurance men. The kindly expressions in the letters are thoroughly appreciated by "the staff." We make room for one or two characteristic quotations:

H. N. Cockerline, Eugene, Ore.: "The COAST REVIEW is a good deal like one's dinner: if you don't get it, you miss it very much, but if it is a good dinner, why, there's inspiration in it. The COAST REVIEW furnishes inspiration for both fire and life men, and I am pleased with the way you go for illegitimate and fake schemes in both life and fire insurance."

Sam. M. Donnell, Salt Lake City, Utah: "We can get along on one square meal a day, but we can not get along without our monthly COAST REVIEW."

GEMS from *Insurance*: "The Mutual Review Fund Life Association has nothing to fear from the plain truth." "If Mr. Morgan wrote that editorial, he did a foolish thing. It was underhanded and disloyal."

—Just for Record.—Receiver E. C. Giltner of the State Ins. Co. reports \$346,179.40 assets, with liabilities at less than half that sum. The Corvallis Times says: "The company is said to have \$100,000 in notes that are practically worthless."

—Forest Grove, Ore., is to have a 72-foot water-tower.

The National Surety Company.

This is a Kansas City, Missouri, enterprise, which began business in 1893, but has already built up a large surety business, and has increased its capital. The management is exceedingly energetic, and has succeeded in obtaining control of several railroad companies' fidelity business.

The National Surety now has \$350,000 paid up capital. It issues fidelity bonds and is accepted as sole surety on all government bonds.

The general agent in this field, James H. Borland, has offices in the Telephone building on Pine street, San Francisco. The Pacific Coast board of managers, all representative men, is named in the company's announcement on page 2 of our advertising department.

The Monterey Meetings.**A GENERAL ATTENDANCE—ORGANIZATION OF THE BOARD OF FIRE UNDERWRITERS.**

The San Francisco managers and general agents of fire insurance companies operating in this field went to Monterey last week, where, undisturbed by inquiries and calls from their respective offices, they could discuss the present situation and endeavor to unite on an acceptable constitution for a new organization. The session lasted three days and a half, with ten meetings. It was a busy session from beginning to end. The attendance was very large, virtually including, in person or by proxy, all the managers in the city.

The social part of this extraordinary meeting was a success. The best of feeling was shown, even under the stress of heated controversy and radical differences of opinion. The managers returned from the meeting in a more cordial spirit personally if not professionally; and this much is a distinct gain for the cause of reorganization.

Professionally, the spirit of the meeting was conciliatory, as was shown in the voting and in the submission and acceptance of compromise measures. The constitution and general rules, as finally adopted, though of course leaving something to be

desired, according to the individual point of view, are the best yet framed, and warrant an expression of a belief that all the offices will ultimately sign, and thus end the ruinous competition which is inseparable from disorganization.

The companies which at the present writing have signed the new constitution are as follows:

THEY HAVE SIGNED.

Insurance Company of North America, Jas. D. Bailey, General Agent.

Liverpool & London & Globe, Chas. D. Haven, Resident Secretary.

Ætna Ins. Co., Geo. C. Boardman, Genl. Agent.

Fireman's Fund Ins. Co., B. Faymonville, Secretary.

North British & Mercantile, Greenwich, Tom. C. Grant, General Agent.

New Zealand Ins. Co., Hugh Craig, Manager.

Atlas Assurance Company, F. J. Devlin, Manager.

Phoenix of London, Providence-Washington, Butler & Haldan, General Agents.

American Central, St. Paul, Chas. Christensen, Manager.

Home Mutual Ins. Co., S. D. Ives, Secretary.

Rhode Island Underwriters' Assn., Ins. Co. State of Pa., Union of Phila., Wm. J. Dutton, General Agent.

Royal Exchange, Connecticut, Robt. Dickson, Manager.

National of Hartford, Springfield, Geo. D. Dornin, Manager.

Royal, Queen, Rolla V. Watt, Manager.

London & Lancashire, Wm. Macdonald, Manager.

German American, Geo. H. Tyson, General Agent.

Palatine, C. A. Laton, Manager.

Hamburg-Bremen, Rudolph Herold, General Agent.

Transatlantic, V. C. Driffeld, Manager.

British America, Western, H. M. Grant, Manager.

Aachen & Munich, Voss Conrad & Co., Managers.

Magdeburg Fire, Gutte & Frank, Managers.

Helvetia Swiss, Baloise, Syz & Co., General Agents.

Manchester, Caledonian, American, N. J., Geo. W. Spencer, Manager.

North German, Walter Speyer, General Agent.

Alliance, N. T. James, Manager.

Imperial, Sun, Lion, Wm. J. Landers, Manager.

London Assurance, Northern, Geo. F. Grant, Manager.

Union of London, Catton, Bell & Co., General Agents.

Milwaukee Mechanics, L. L. Bromwell, Manager.

Hanover, Fire Association, Prussian National, Firemen's of Baltimore, Cesar Bertheau, Manager.

Norwich Union, W. H. Lowden, Manager.

Totals, 51 companies, 32 offices.

COMPANIES NOT YET SIGNED.

Commercial Union, C. F. Mullins, Manager.

Home and Phoenix, A. E. Magill, General Agent.

Hartford, H. K. Belden, Manager.

Scottish Union, Orient, W. J. Callingham, General Agent.

Continental, W. S. Du Val, Manager.

Westchester, D. A. Spencer, Manager.

Franklin, Williamsburg City, Ed. E. Potter, Manager.

Northwestern National, Geo. W. Turner, Manager.

Phenix, N. Y., American, Phila., Pennsylvania, Svea, Brown, Craig & Co., General Agents.

Totals, 15 companies, 9 offices.

Manager Callingham, of the Scottish Union and Orient, is in Honolulu, and Manager D. A. Spencer, of the Westchester, is in the Northwest. These gentlemen were unable to be present at the Monterey meeting, but there is no reason to doubt that they will sign.

The remaining offices are expected to sign in due time. Mr. Belden of the Hartford Fire favored a uniform commission outside of San Francisco. It is universally admitted that this is the proper thing, but so far it has not been deemed expedient or possible at the present time.

Mr. Mullins of the Commercial Union was opposed to the clause permitting company representation in the Board, instead of agency representation as heretofore. The new rule allows company representation, but limits the votes to two in any agency. This measure, he held, would confer an undue voting strength, in the compact, on the smaller offices. On the other hand, with the latter grouped in

general agencies with only one vote, the larger companies would have undue predominance in compact affairs. Mr. Mullins' position leads logically to a representation or voting strength according to premium income, which we are sure he is not in favor of.

Manager Magill of the Home and Phoenix objects to the revised non-intercourse clauses. One clause says that *hereafter* no board company shall appoint an agent who represents non-board companies. This allows the present agencies to be maintained, and seemingly is as fair for one office as for another. The other clause provides that no business will be accepted from a non-board company, not even at full tariff rates with no commission. Present agents of both board and non-board companies are required to pledge themselves to accept only board rates of commission.

There is already in existence a compact outside of the Board among thirty offices, prohibiting non-board representation in agencies.

The COAST REVIEW thinks that nothing not absolutely essential to adequate rates and fair commissions should be allowed to prevent reorganization.

The temporary organization of the new Board of Fire Underwriters has elected Chas. D. Haven president, Wm. J. Dutton vice-president, George E. Butler treasurer, and E. Mohrhardt secretary. The permanent organization will doubtless reelect these gentlemen.

The business is now thoroughly demoralized in San Francisco. The prospect of an early reorganization has itself intensified competition. During the Monterey meetings brokers and city agents canceled policies expiring fifty-nine days ahead, in order to re-write them at cut rates.

WAR ECHOES.—“The United States is not so large or so populous as some people suppose,” says the geographical authority of the *Post Magazine* of London.—European merchants declined to pay the war premium on marine risks, though a big storm was threatened.

Dornin's Team.

The remarkable similarity of conditions of the National and Springfield in Manager Dornin's agency shows these American "thoroughbred" companies to be well matched, and their managers in this department have reason to be well pleased with their popular team.

The relative points are as follows:

Assets.	(National.	\$3,860,141 74
	(Springfield.	3,845,145 17
Reserve.	(National.	1,330,335 59
	(Springfield.	1,936,370 30
Net Surplus.	(National.	614,609 58
	(Springfield.	713,197 75

A seven and a half million team should set a pace which will bring them in winners.

Pacific Surety Company.

The annual statement of this successful Pacific Coast company again shows an increase of assets and surplus. Following are the chief figures of the annual statement: Assets, \$160,303; net surplus, \$37,933; paid up capital, \$100,000. The assets are invested chiefly in loans on bonds and mortgages and in deposits in savings banks. They are immediately available.

The Pacific Surety Company has done a profitable business from the start. It began business in August, 1885, and paid its first dividend in July, 1887. Ever since, the company has paid, regularly, quarterly dividends of 2 per cent.—thirty-five dividends in all, amounting to \$70,000.

The business of the company is handled by two departments—guarantee and casualty.

The bonds of the Pacific Surety guarantee the faithful discharge of the duties of managers, secretaries, agents, cashiers, book-keepers and clerks and all others holding positions of trust. These bonds are also accepted as sole and sufficient surety in court proceedings.

The policies of the Pacific Surety cover personal accidents, plate glass breakage, and steam-boiler explosion damages.

The directors, set forth on page 33 of our advertising department, are prominent among the representative business men of San Francisco. The officers have been re-elected as follows: Wallace Ever-

son, president; John Birmingham, vice-president; A. P. Redding, secretary. These gentlemen and the stockholders are to be congratulated on the admirable showing made by the company.

Bankers Alliance in California.

On December 31, 1894, the Bankers Alliance of Los Angeles had 4,299 certificates, amounting to \$10,592,500, in force. On December 31, 1895, it had 3,812 certificates, amounting to \$9,343,000 in force. In its own state the Bankers Alliance lost business last year.

It wrote in California \$6,733,750 new business. What became of this new business? Did it stick? If so, some eight millions of old insurance lapsed. Not so bad as that: for \$4,837,250 was renewed. Nearly six millions of old business lapsed; and four and a half millions of the new business did not stay on the books long enough to be reported as insurance in force.

Receipts in 1894, \$133,977; in 1895, about \$40,000 less.

This is the record for California, where the association has been boasting of its "extraordinary progress."

Fewer certificate holders, less insurance in force, less income. This, in its own state, by an experimental scheme, is progress toward failure.

What does the Bankers Alliance think of the Mouser plan and methods now?

Stepped On.

Little boy *Insurance*—it were better named *Assurance*—has been running round treading on toes, and enjoying himself immensely. But when the COAST REVIEW trod on his pet corn he was amazed, grieved and indignant. So long had he played this prank without punishment, that he imagined it a privilege. Pretending to laugh, and vainly trying to conceal his distorted features, the sobbing little fellow throws at the COAST REVIEW a thirty-five line paragraph, raked out of the gutter; and moreover sends a personal letter to the publisher. *Insurance* will never, never forgive us for reminding

Eastern folk that it is a turn-coat journal and a capper for the "green goods" Mutual Reserve Fund. "To enter into a controversy with such an antagonist would ill become us."

Annual Meeting of the Fire Underwriters' Association of the Pacific.

The Fire Underwriters' Association of the Pacific holds its annual session in San Francisco next Tuesday and Wednesday, February 18 and 19. President Driffield furnishes a program which promises a very interesting session. He has succeeded in getting several papers from new men, besides prevailing on several of the old contributors to place the association under additional obligations to them.

The officers of the association for the year just closing are: President, V. Carus Driffield; vice-president, Herbert Folger; secretary-treasurer, Louis Weinmann. The *California Knapsack* is in charge of Geo. F. Grant and Ed. Niles.

The proceedings will wind up with a banquet at the Maison Riche, which, being in charge of the usual dinner committee, Geo. W. Spencer and Geo. F. Grant, will of course be an enjoyable affair.

The program of the two days' meeting is as follows:

Reports of officers and committees, followed by President Driffield's Address. Then papers on various topics by various gentlemen, as follows:

Forty-five Years Ago, D. B. Wilson.

A Plea for Local Board Organizations, Lesley Bates.

Counter Business, Alfred R. Grim.

Non-Cancellation Clause, A. W. Thornton.

The Suggestion of a Newspaper Man, H. D. Bigelow.

Inspections, J. H. Morrow.

The Detail in Our Business, Frank J. Devlin.

Individual Benefit to be Derived from Our Association, D. M. McVean.

Reports of Special Committees on Adjusters' Charges and Contribution Thereto, Mortgage Clause, Reinsurance Clause, Constitution and By-Laws.

Some Requirements of the Times, F. G. Argall.

Advertising, Amos F. Sewell.

The Special Agent from a Local's Standpoint, Frank D. Brown.

Nosin' 'Round, Wm. Maris.

Collect or Cancel, Geo. W. Dornin.

Election of officers and reading of *Knapsack*.

Chips.

Secretary Dennis of the Travelers has resigned.

—What is the inference when a company withholds its figures?

—Look at our sample page of Cancellation Computation Table on page 29 advertising department.

—W. Brooks Jones, agent of Firemans Fund at Bakersfield, Cal., got the Kern county court-house risk, \$20,000, at 59½ cents.

—The St. Paul's Coast figures are printed in this month's supplement, as follows: Written, \$2,185,588; premiums, \$32,720; losses, \$16,574.

—We print another Coast fire business supplement this month, with city business added, and minor corrections by two or three offices.

—The Washington Life has bought the southwest corner of Broadway and Liberty streets, New York, and will erect a modern office building.

—Another schoolhouse burned in Los Angeles, where the wise councilmen argued that school-houses never burn, and therefore should not be insured.

—The *Chronicle* of New York refers to our alleged "uncalled for attack" in the *Coast Review*. If the *Chronicle* has any authority to say "uncalled for," why does it not produce the evidence of its knowledge of the facts. Editor Oviat writes thoughtlessly in this instance.

—There are at least one hundred more insurance brokers so-called in San Francisco than a healthy condition of the business requires. If the commissions were put at 10 or 15 per cent. there would be fewer brokers, a better class of brokers, less rebating to the assured; and a more satisfactory condition of things would soon appear.

—At the annual meeting of the Home Mutual in January, Vice-President Wm. J. Dutton of the Fireman's Fund was elected president of the Home Mutual, Mr. Chas. R. Story declining re-election. Mr. Story has been an officer of the Home Mutual for over a quarter of a century, and he retires from the business of insurance, leaving many warm personal friends and business associates.

—Continental stock has been selling at \$700 a share.

—C. W. James has been appointed agent of the American of Philadelphia at Baker City, Or.

Generally and properly the insurance journal is a reflection, in character and service, of its advertising patronage.

—An Editor a Mayor.—R. Wilson Smith, editor of the *Insurance & F. Chronicle* has been elected mayor of Montreal. The city is to be congratulated.

—Among the more acceptable holiday presents the diary of the Standard Life & Accident Ins. Co. deserves special mention. The printed pages are full of handy information.

—The California Ins. Co. has returned over 1300 per cent. on the investment. It was organized in 1861. The stockholders made a great mistake when they allowed a schemer to sell them out.

—The Firemans Fund thirty-third annual meeting was held Jan. 22, and all the directors and officers were re-elected. The stockholders heartily thought "Well done, good and faithful servants." The year's record was a magnificent one.

—The Queen of America makes a fine showing on last year's business—Increase in assets, increase in net surplus, increase in net premiums. On January 1, '93, the figures show: Assets, \$4,039,586.46; net surplus, \$1,518,923.14; surplus to policyholders, \$2,018,923.14. A policy in the Queen is good enough for anybody.

—The COAST REVIEW has heretofore given a vast amount of statistics. In keeping with "the times" we shall curtail this amount in the future. They are too expensive, and we are not sure that they are properly appreciated. We omit two of our customary tables in consequence, but shall be glad to have our readers ask for any valuable compilation.

—He Was Drunk.—Dennis Mullin of Washington urged "too much liquor" as a defense against suits for premiums. The plaintiff was the State Ins. Co. of Salem. M. says an agent of the company made him drunk and then persuaded him to sign premium notes for insurance three times the value of his ranch property. Sober, M. returned the policies and repudiated the contract. Mullin's plea of fraud was sustained.

—E. T. Niebling of Portland spent a couple weeks in San Francisco last month.

San Francisco's fire department has added four emergency companies with engines.

—The National of Hartford has taken over the business of the Miami Valley of Dayton, O.

—The Utah legislature is in session. A bill creating an insurance department has been introduced.

—F. A. Poor, recently in the life and accident business, has been appointed Oakland agent for the Alliance of London.

—Spokane papers praise the Royal Arcanum for promptly paying a claim. Is prompt payment so rare a thing as that with the R. A.?

—Wm. S. Pond has been appointed manager of the Mutual Life Ins. Co. for Oregon, by Manager Gillespy of the Pacific Northwest department.

—The Cunningham Case.—Wool and sheep and all were burned by incendiary fires, remotely separated, but simultaneously. Wool was low and mutton was "a drug," but these co-incidences did not affect the juries. In the four cases they "socked it to" the insurance companies; and the local press howls with rabid pleasure. The adjusters, who were witnesses, were "severely handled" by counsel. The jury in one case, according to the local print, was composed of "the same men" (nearly) who had brought in a verdict against the insurance companies in a similar case a day or two previously. The Palatine, Home Mutual, Hartford and Fire Association are interested.

—In the January COAST REVIEW a personal "chip" appeared concerning J. M. Beck which was not of a complimentary tone. Some objection has been made by a few of Mr. Beck's friends, that the item was unjustified. One of our Eastern exchanges called it an "unwarranted attack." The COAST REVIEW desires it distinctly understood that it has *never*, during its twenty-four years experience, "unwarrantedly" published one line or word about any person or corporation. The party most interested in this case personally urged that we *do not* publish an explanation of the item referred to. Whatever he or his friends say on the street concerning the item will pass unnoticed by this journal. We *promised* that we would *not* publish particulars, and did so at request of the gentleman himself. His friends should be content with this.

—Manager Hugh Craig places us under obligations for late New Zealand papers.

—The Firemans Fund Record compliments Manager Lowden of the Norwich Union as a reliable tariff supporter.

—Grass Valley, Cal., Fire Department. — Alarms in each of eight months. Total losses, \$6,227; insurance paid, \$2,577.

—Astoria, Ore.—New water works, costing \$200,000, nearly completed. Capacity reservoir, 6,000,000 gallons. The water supply was cut off recently, and the city was in unusual danger. Business generally is much improved.

—Harry Fraser in Washington was killed over a game of dice, and now the widow sues the Standard of Detroit for the amount of his accident insurance under a policy that was not renewed. The jury, we readily believe, will decide that the deliberate killing of Fraser during a quarrel over dice was an accident, and that the policy was in force because the deceased may have intended to renew it. But happily, juries do not have the lost say in these little discussions.

—Wm. S. Moore, son of President Geo. A. Moore of the Pacific Mutual Life Ins. Co., died last month, of consumption, after a lingering illness, aged 30. The deceased was a bright and forceful spirit who would have been a successful and influential member of his chosen profession had he lived. Since a boy he was in the service of the Pacific Mutual in some capacity, and latterly he had done some special work for the company in southern California, whither he had gone in the vain hope of arresting the progress of the insidious disease which brought his life to an untimely end. At his own request, the remains of the deceased were cremated.

—The COAST REVIEW says there are too many local agents on the Pacific Coast. That is not a peculiarity of the Pacific Coast. There are too many everywhere. Some years ago the pastor of a Hartford church resigned, and when asked for his reasons said that there were too many persons in Hartford chasing after one poor Christian. He thought the market was overstocked with parsons. There are too many local agents chasing after one risk in fire and life insurance, and the business becomes demoralized in consequence. Hence come rebates and cutting of rates, and larger expenses, and sharper adjustments, and legislation.—Hartford Insurance Journal.

—J. A. Linforth, broker, was arrested in San Francisco last month, charged with embezzlement of premiums.

—In the case of Selby v. Mutual Life, the U. S. C. Court of Appeals last week decided in favor of plaintiff.

—The totals of the California companies in our marine table last month included the losses paid by the Sun, which should not have been added.

—Where is Timmons?—The Boise (Idaho) Sentinel wants to know the whereabouts of "one Timmons, a life insurance agent who has been swindling the Boise people."

—Heber J. Grant, of Salt Lake City, was in town last week. Mr. Grant preached here on the Mormon church, of which he is a distinguished member. According to a local print, "the speaker claimed he had performed cures by the laying on of hands." Without intending to express skepticism, we may be permitted to refer to Mr. Grant's failure to perform a cure when he "laid hands" on the insurance trouble up his way, last summer.

—The validity of the Continental's offer for the Pacific Bank building has been confirmed. The \$130,000 has been paid, and the Continental is in possession. The building will be given an over-hauling, and possibly additional stories and an elevator will be added. Manager Du Val and his office force will move into their new quarters in a few weeks. The new location, on the northwest corner of Pine and Sansome streets, is one of the most desirable in San Francisco.

—Los Angeles Fire Walls.—The late fire at the Lankershim flats opened the eyes of Superintendent of Buildings Strange to the fact that many of the tenement and apartment houses in process of construction were little less than fire-traps, owing to the absence of party walls. He reported his discovery to council and the city attorney was instructed to so amend the ordinances as to make fire-walls obligatory. The city attorney prepared the ordinance and it was referred to the building committee, of which Councilman Blanchard is chairman. There it has laid in oblivion ever since, and the merry work of preparing free crematory arrangements for citizens has gone serenely on. Here Blanchard discovered that he was in possession of such a document several days ago, and will now probably bring up the matter before council for action.—Record.

EQUITABLE LIFE ASSURANCE SOCIETY

OF THE UNITED STATES.

FOR THE YEAR ENDING DECEMBER 31, 1805.

ASSETS.		INCOME.	
Real Estate, including the Equitable Building and purchases under foreclosure of mortgages	\$2,194,562.12	Premium Receipts	\$20,200,661.70
United States Stocks, State Stocks and City Stocks, and other investments, to wit: \$3,000,000 bonds for 31 1895, and \$1,000,000 bonds for 31 1896	35,775.71	Each received for mortgaged real estate	5,063,728.13
Loans on 1st and 2nd Mortgages	1,000,000.00	Income	\$44,296,442.89
Loans on 3d and 4th Mortgages	1,000,000.00		
Loans on 5th and 6th Mortgages	1,000,000.00		
Loans on 7th and 8th Mortgages	1,000,000.00		
Loans on 9th and 10th Mortgages	1,000,000.00		
Loans on 11th and 12th Mortgages	1,000,000.00		
Loans on 13th and 14th Mortgages	1,000,000.00		
Loans on 15th and 16th Mortgages	1,000,000.00		
Loans on 17th and 18th Mortgages	1,000,000.00		
Loans on 19th and 20th Mortgages	1,000,000.00		
Loans on 21st and 22nd Mortgages	1,000,000.00		
Loans on 23rd and 24th Mortgages	1,000,000.00		
Loans on 25th and 26th Mortgages	1,000,000.00		
Loans on 27th and 28th Mortgages	1,000,000.00		
Loans on 29th and 30th Mortgages	1,000,000.00		
Loans on 31st and 32nd Mortgages	1,000,000.00		
Loans on 33rd and 34th Mortgages	1,000,000.00		
Loans on 35th and 36th Mortgages	1,000,000.00		
Loans on 37th and 38th Mortgages	1,000,000.00		
Loans on 39th and 40th Mortgages	1,000,000.00		
Loans on 41st and 42nd Mortgages	1,000,000.00		
Loans on 43rd and 44th Mortgages	1,000,000.00		
Loans on 45th and 46th Mortgages	1,000,000.00		
Loans on 47th and 48th Mortgages	1,000,000.00		
Loans on 49th and 50th Mortgages	1,000,000.00		
Loans on 51st and 52nd Mortgages	1,000,000.00		
Loans on 53rd and 54th Mortgages	1,000,000.00		
Loans on 55th and 56th Mortgages	1,000,000.00		
Loans on 57th and 58th Mortgages	1,000,000.00		
Loans on 59th and 60th Mortgages	1,000,000.00		
Loans on 61st and 62nd Mortgages	1,000,000.00		
Loans on 63rd and 64th Mortgages	1,000,000.00		
Loans on 65th and 66th Mortgages	1,000,000.00		
Loans on 67th and 68th Mortgages	1,000,000.00		
Loans on 69th and 70th Mortgages	1,000,000.00		
Loans on 71st and 72nd Mortgages	1,000,000.00		
Loans on 73rd and 74th Mortgages	1,000,000.00		
Loans on 75th and 76th Mortgages	1,000,000.00		
Loans on 77th and 78th Mortgages	1,000,000.00		
Loans on 79th and 80th Mortgages	1,000,000.00		
Loans on 81st and 82nd Mortgages	1,000,000.00		
Loans on 83rd and 84th Mortgages	1,000,000.00		
Loans on 85th and 86th Mortgages	1,000,000.00		
Loans on 87th and 88th Mortgages	1,000,000.00		
Loans on 89th and 90th Mortgages	1,000,000.00		
Loans on 91st and 92nd Mortgages	1,000,000.00		
Loans on 93rd and 94th Mortgages	1,000,000.00		
Loans on 95th and 96th Mortgages	1,000,000.00		
Loans on 97th and 98th Mortgages	1,000,000.00		
Loans on 99th and 100th Mortgages	1,000,000.00		
Loans on 101st and 102nd Mortgages	1,000,000.00		
Loans on 103rd and 104th Mortgages	1,000,000.00		
Loans on 105th and 106th Mortgages	1,000,000.00		
Loans on 107th and 108th Mortgages	1,000,000.00		
Loans on 109th and 110th Mortgages	1,000,000.00		
Loans on 111th and 112th Mortgages	1,000,000.00		
Loans on 113th and 114th Mortgages	1,000,000.00		
Loans on 115th and 116th Mortgages	1,000,000.00		
Loans on 117th and 118th Mortgages	1,000,000.00		
Loans on 119th and 120th Mortgages	1,000,000.00		
Loans on 121st and 122nd Mortgages	1,000,000.00		
Loans on 123rd and 124th Mortgages	1,000,000.00		
Loans on 125th and 126th Mortgages	1,000,000.00		
Loans on 127th and 128th Mortgages	1,000,000.00		
Loans on 129th and 130th Mortgages	1,000,000.00		
Loans on 131st and 132nd Mortgages	1,000,000.00		
Loans on 133rd and 134th Mortgages	1,000,000.00		
Loans on 135th and 136th Mortgages	1,000,000.00		
Loans on 137th and 138th Mortgages	1,000,000.00		
Loans on 139th and 140th Mortgages	1,000,000.00		
Loans on 141st and 142nd Mortgages	1,000,000.00		
Loans on 143rd and 144th Mortgages	1,000,000.00		
Loans on 145th and 146th Mortgages	1,000,000.00		
Loans on 147th and 148th Mortgages	1,000,000.00		
Loans on 149th and 150th Mortgages	1,000,000.00		
Loans on 151st and 152nd Mortgages	1,000,000.00		
Loans on 153rd and 154th Mortgages	1,000,000.00		
Loans on 155th and 156th Mortgages	1,000,000.00		
Loans on 157th and 158th Mortgages	1,000,000.00		
Loans on 159th and 160th Mortgages	1		

We hereby certify that after a personal examination of the records and accounts in the foregoing statement for the year 1887, we find the same to be true and correct as stated. The stocks and bonds in the above statement are valued at the market price December 31st 1887. Every person who has contributed to the Society was appointed during the past year by the Executive Department of the State of New York, and is listed in the red ink tabulation, as shown in the official report of the Commissioner of the Society, dated July 29th 1888.

THE NEW YORK PUBLIC LIBRARY
ASTOR LENOX TILDEN FOUNDATION
155 FIFTH AVENUE
NEW YORK 17, N. Y.

LIABILITIES

Reserve on all existing policies calculated on a 4% standard, and all other liabilities	\$160,385,376.11
Undivided Surplus, on a 4% standard	\$40,624,011.73

It has been verified that the concentrations of the above substitution of the resin in the products were determined by chromatography on the basis of a standard compound. The results were also compared with the results of a chromatographic analysis of the resin.

DIRECTORS.

H. E. HYDE, Portland

[illegible]

LARRY FITZGERALD
 MARY GILBERT
 HENRY GIBSON
 WM. A. GIBSON
 MARGARET HARLEY
 WILLIAM HARRIS
 CHAS. HENRY HILF
 CONNELL'S HILLS
 THOS. J. JORDAN
 CHARLES SMITH
 JOHN L. JOHNSON
 HENRY JOHNSON
 LEVI J. JOHNSON
 LAMAR JOHNSON
 MAURICE JOHNSON
 FRANK JOHNSON
 GEORGE C. JOHNSON
 SAMUEL JOHNSON
 C. W. JOHNSON
 C. W. JOHNSON
 C. W. JOHNSON
 EDWARD W. JOHNSON
 EDWARD W. JOHNSON
 JAMES JOHNSON
 BOBBY JOHNSON

JOHN A. SEFWART
JACOB H. SCHIFF
A. VAN SANTVOORD
MELVILLE E. INGALL
THOMAS S. YOUNG
A. VAN DERGEN
JOHN I. SEARLES
DAVID H. MOFFAT
JAMES H. H. NHAM
T. DE WITT CUYLER
JOSEPH T. LOW
DANIEL L. LORD
HENRY E. WOLCOTT

CROCKER BUILDING

EDWIN CRAMER, Cashier,

St. Paul, Minn., July 1891.

—Hindman of the Columbia Fire is a fighter. He is now after C. A. Van Anden of Chicago, and will begin proceedings against A. W. Hart.

—For the first time in many years a member of a fire patrol (New York) is under arrest on a charge of stealing some of the goods in his charge.

—The Atlas distributes a handsome calendar and blotter portfolio. Its pink and gold and blue and yellow/blendings put to shame the plain calendars of the season.

—Alex J. Wetzlar, who has been in ill health for some time, will go to Indio, southern California, to reside for awhile, for the benefit of the milder climate of that sunnier part of the state.

DEATH RATE ACCORDING TO NATIONALITY.—Foreign-born drinkers have a higher death rate than native born drinkers. The Irish show the highest ratio of actual to maximum deaths. It is about 140 per cent. The ratio of the British-born is less than 80 per cent., and of the German-born 90 per cent. The Irish-born abstainers' death rate is nearly 90 per cent. of the maximum, indicating as poor a risk as the German beer-drinkers, and an inferior risk to the English-Welsh-Scott non-abstainer. The American-born non-abstainers' death rate is 96 per cent. of the maximum, which is one per cent. less than that of the foreign-born generally. These percentages, drawn from the experience of the Mutual Life of New York, indicate that the average drinking man is the same as regards longevity, wherever he may be born; but that, examining nationalities, the hardest drinker, able to pass a life insurance examination, the Irishman, next is the American, next is the German, and that the most moderate drinker is the Britisher. But this conclusion may be erroneous, because, necessarily, the average vitality is not taken into consideration.

The Valued Policy Act.

Official expressions like the following are useful in times when legislatures are in session and the lobby is hungry. We quote as follows from the report of James H. Lambert, insurance commissioner of Pennsylvania:

I have no hesitation whatever in expressing my condemnation of this proposed measure. Both of my experienced predecessors at one time or another gave convincing reasons

Life and Accident Insurance

AETNA LIFE

Insurance Company

HARTFORD, - - - - - CONN.

MORGAN G. BULKELEY, President

JANUARY 1, 1896

Assets, January 1, 1896.....	\$43,560,037 73
Liabilities to policy-holders, reserve and all other claims	37,047,352 29
Payments to policy-holders in 1895.....	4,661,463 12
Surplus as to policy-holders. January 1, 1896.....	6,512,685 44
Premium receipts in 1895....	5,193,685 57
Interest receipts in 1895....	1,730,647 53
Total receipts in 1895.....	6,924,333 10
Life, Endowment, and term policies issued and revived in 1895, 10,445 insuring..	20,744,280 00
Life, endowment, and term insurance in force January 1, 1896.....	140,027,260 94
Accident insurance in force January 1, 1896.....	57,347,350 00
Paid policy-holders since or- ganization.....	95,199,150 57

H. B. HOUGHTON, Gen. Agent

212 Sansome St., San Francisco, Cal.

JOHN H. STEVENS,

Metropolitan Agent, Accident Department

why it ought not to become a part of the insurance laws of the state. It has not yet reached a place on our statute books, having sometimes been defeated by a vote of the legislature and again halted by the veto of the executive. Its substantial features, however, have been enacted in several states, all with a single exception in the west or south. Efforts to pass this act in New York and in Massachusetts—and in the latter of these states insurance law has reached the highest degree of perfection—have invariably failed. The law has been consistently condemned by the insurance department in nearly every state where it has been put in operation. It is justly regarded as an incentive to incendiarism.

The Valued Policy Act as proposed in Pennsylvania, and it is nearly identical wherever it appears, contemplates the payment of the full amount called for in the policy in the event of total destruction of the property insured, but provides for indemnity in the case of partial loss. The first provision is contrary to the established principle that insurance is intended to indemnify the owner for his actual loss. It takes no account of the fact that the insurance may be double the real value of the property. Having such over-insurance, the owner not unnaturally would find it to his interest to have his property burn, and burn wholly, not partially. This is obviously an irresistible temptation to a dishonest owner. It opens the doors to an increase in the fire waste, the immediate and certain effect of which must be an increase in the premium rates.

It is argued that no company ought to place an insurance greater than the value of the property upon which the risk is taken. It is obviously impossible for the agent of a company to know in all cases the actual value of the property upon which the insurance is taken. That would require experts who are not to be had everywhere, and if a company were compelled, as in self defense such a law would compel it, to require an expert appraisal of a building before permitting an agent to write a policy, it would certainly prove expensive and the cost would have to be paid in some way by the purchaser of the insurance. It would be in the form of increased premiums, and it would be exacted of all alike. I am convinced, therefore, that the so-called Valued Policy Act would have two very undesirable results; it would promote incendiarism and it would increase in the cost of insurance. I do not see that it would have any compensating advantages.

1829 CHARTER PERPETUAL. 1896

FRANKLIN

Fire Insurance Company,

OF PHILADELPHIA

Capital	\$ 400,000 00
Insurance Reserve	1,648,299 62
Unpaid losses, dividends, etc.	50,758 32
Net Surplus	1,070,493 64
Total Assets, Jan. 1, 1896	\$3,169,551 58

OFFICERS.

JAS. W. McALLISTER, President	
GEORGE F. REGER, Vice-President	
EZRA T. CRESSON, Secretary	S. K. REGER, Assist. Sec'y

DIRECTORS.

James W. McAllister	Charles W. Potts
Alfred Fitler	John Sailer
George A. Heyl	George F. Reger
Geo. Fales Baker, M.D.	Joseph Moore, Jr.
Charles M. Swain	Justus M. Swain

Agency Department.

ROBERT H. WASS, Manager	
JOHN M. DREDGER, Secretary	

PACIFIC COAST DEPARTMENT:

ED. E. POTTER,

GENERAL MANAGER

508 California St.

San Francisco

She Died at Her Post. Some wretch imposes upon the trusting editor of a religious paper as follows: In the western part of the state a man had a fine stock farm. But a few weeks ago a fire broke out in the barn and burned not only the building but most of the animals also. After the fire, the owner walked over the ruins. It was a sad sight to see the charred bodies of his fine Jersey cows and his high spirited horses. But at the end of the barn he saw a sight which touched him more than all the rest. There sat an old black hen. He wondered that she did not move her head to look at him as he came near her, but he thought she must be asleep. He poked her with his cane, and to his surprise the wing which he touched fell into ashes. Then he knew that she had been burned to death. But out from under her came a faint little peep, and pushing her aside with his cane the man found ten little live yellow chickens! The poor hen had sacrificed her own life to save them, and had held her place in the fire as Casabianca held his on the burning deck.

IN YE ANCIENT TIME.—A very ancient act of parliament "for the prevention of fires," provides that "no hemp, lint, straw, hay, or broom be put near the fire in houses within town, and the sellers of hay and fodder must not come into their barns with lantern under pain of fine of forty shillings to the king." The same act orders, "magistrates after a fire shall enquire into the cause, and if it be found a purpose deed, should it be a servant he shall be banished three or seven years, if by his wife or bairns in his own house he shall repair the skaith,"—the loss—"of others and be banished three years. If a stranger, he shall be abide in prison at the king's will." The latter meant imprisonment for life. "Wilful fire raising" by this act was declared to be "treason and lese majestie," for which the penalty was mutilation and death.—Insurance and Finance Chronicle.

History in Eight Words.

When so moving a tale as the following can be told in eight words, there can be no reason for being prolix:

Mary Ann,
Kitchen fire:
Kerosene can,
Golden lyre.

ALFRED ALLAYNE JONES

ADJUSTER OF LOSSES
SPECIAL AGENT

In Southern California, Arizona,
New Mexico and Texas

OFFICE: 116 South Broadway,
LOS ANGELES, CAL.

OUR FIELD: UNLIMITED!

HAGAN BROS.,

General
Insurance
Agents

OUR SPECIALTY:—

From Pig Iron (under water) to Powder
Magazines.

221 Sansome Street

San Francisco

INSURANCE IN FORCE, \$70,000,000.00

ASSETS \$20,000,000.00

THE

GERMANIA

LIFE Insurance Company
OF NEW YORK

Persons desiring insurance on their lives will best serve their own interests by calling in person on the manager of the above **RELIABLE OLD COMPANY**, or by addressing him by letter, giving age.

Rooms 19, 20, 21 and 22,

4th floor, Mills Bldg, San Francisco

W. A. JACOBS,

Manager

"The Fool Doctor."

I recently attended an underwriters' meeting and one subject under discussion was: "The Fool Doctor." I cannot understand why I should have been invited, when a fool doctor was discussed, but I was there. And the agents painted a picture of the doings of the fool doctor until I blushed for my profession.

What does the fool doctor look like? Well, like any of us, most; but it is what he does and says. He stands on the corner and tells people he is going to examine Mr. Cræsus next week for the Jumbo Tontine. Somebody gives a pointer to the agent of the Bonanza Life Company and he quietly has Mr. Cræsus examined this week, and, as insurance men say, the Jumbo Tontine holds the bag and the fool doctor wonders how it happened.

But sometimes the fool doctor reaches the applicant before the other company gets him and then the conversation opens up like this: "Ah, Mr. Cræsus, I want to examine you for the Jumbo Tontine, don't ye know. I always feel a little afraid of those big companies and carry my own insurance in the Picayune

Promiser which is going to do first-rate some day, and is much cheaper than the Jumbo." And so forth. Mr. Cræsus hesitates, not having been full and soundly converted and tells the fool that he is pretty busy this morning and will call at the doctor's to-morrow; and to-morrow, you know, never comes; nor does Mr. Cræsus.

In many little ways the fool doctor shows his right to the title. He forgets his pen or his bottle or his examination blank even. I have actually known an examiner to forget the examination blank. And he must call again to complete his report. And the interim between the calls! Oh, how it is fraught with dangers from within and without! Mr. Cræsus' wife may get his ear (for conversational purposes I mean); I have noticed the combination of Cræsus and the fool doctor is often completed by that kind of a wife. At all events, through some internal or external cause, Cræsus will change his mind and the other company, or I may say the goblins, "will get him if you don't watch out."—John L. Davis, Med. Director Union Central Life Ins. Co.

PRUSSIAN NATIONAL

INSURANCE COMPANY

OF GERMANY

CAPITAL, = \$2,250,000 00



ASSETS, = \$3,962,334 20

GESAR BERTHEAU

Manager Pacific Department

210 Sansome Street, San Francisco

J. S. Winchester,



ATTORNEY
AND
COUNSELOR AT LAW,

Correspondence Solicited.
References on Application.



Sherlock Building,
PORTLAND, OREGON.

Makes a ..
Specialty of
Insurance .
Law . . .

THE COAST REVIEW

A MONTHLY JOURNAL

Devoted to all kinds of Insurance that INSURES. Published on the Fifteenth of every Month.

PER YEAR . . . \$3.00
PER COPY . . . 25 cts.

Postage added to Foreign Subscriptions.

J. G. EDWARDS, Proprietor,
Pacific Mutual Building, San Francisco.
Telephone No. 1530.

VOL. 50.

MARCH, 1896.

NO. 3.

Fire Underwriters' Association of the Pacific.

TWENTIETH ANNUAL MEETING, FEBRUARY 18 AND 19, WITH BANQUET—NEW QUILLS ON OLD QUESTIONS—HAPPY ASSEMBLING OF A FLOURISHING ASSOCIATION.

All who attended the recent annual meeting of Coast field-men and ex-field-men are unanimous in pronouncing it a great success. Papers, discussions, banquet, all were more than satisfactory, and President Driffield received numerous congratulations, and is again congratulated by the COAST REVIEW, on the evidence of his successful administration. The Fire Underwriters' Association closes the year in a flourishing condition, and Mr. Driffield has succeeded in drawing out some new talent at the annual meeting, as the "constant reader" will notice in our review of the papers read. The banquet on the evening of the second and closing day was an agreeable affair as usual, with the dinner committee in evidence in the appetizing spread, and with toast and song for dessert. The dinner committee, The Two Georges, Spencer and Grant, are to be congratulated also

on the success of the banquet, both as to menu and the spirit of good fellowship so manifest in sentiment and applause.

The meeting began with President Driffield in the chair, and with a large attendance. Interest in the proceedings never flagged. Secretary Weinmann reported a membership of 181. There was a gain of two, with a loss of eighteen, the loss being chiefly attributable to the decreased number of field-men actively employed. The death of one member, John D. Bradford, is recorded. The financial affairs of the association are in excellent condition, there being a liberal balance on hand. Then the treasurer read his report, which was followed by that of the executive committee.

These little fore-malities being disposed of, the meeting listened to

The President's Address.

President Driffield, of course, referred at some length to the present lamentable state of things in Coast fire underwriting, before reviewing the affairs of the association. The present demoralization, he declared, had no parallel in the present

condition of the business world at large, and the conclusion is unavoidable that the responsibility lies within our own circle. The effects of the war can not be gauged by the results of 1895. The results in 1896 and 1897 are to be anticipated with apprehension; but these troubles and losses may ultimately prove a blessing in disguise. The failure of the Clerks' Association to contribute any papers this year was mentioned with regret. Schedule-rating, the co-insurance clause, classification of premiums and losses, were recommended.

Forty-five Years Ago.

D. B. Wilson presented some interesting reminiscences. First, with a company which wrote on both mutual and stock plans, with six-year mutual policies and one year or less stock policies. Insurance maps were unknown. There was no classification of hazards. The old president used to say that it was not necessary, as he new the proper rate to charge. Frame ranges in towns were few, and there were none in cities. Inspections were made with great care. Woe be to the inspector if a fire disclosed an unreported defect. Rates were higher than Coast rates generally. Fire protection was crude. Even in large cities there were only hand engines and volunteer companies. Agents' commission was ten per cent. and \$1.00 policy fee. City solicitors got only the latter. There was no such thing as reinsurance. Excess lines were placed with a pledge of an equal amount in return. There were no printed forms of proofs of loss.

Plea for Local Board Organizations.

Lesley Bates urges the local agents to unite in their respective towns for their common protection, and observe their rules loyally. Such agents will prove to be the "back-bone" of the business, and will be a barrier to demoralization. The local agent deteriorated under a compact controlling every detail of the business. In a local board he has a broader field. He is something more than an automaton, and will become a more desirable

agent. Under the union he was merely a solicitor.

Counter Business.

Alfred R. Grimm, in his paper on this subject, acknowledges that there are classes of risks, special hazards, not considered within the jurisdiction of any particular agency, which may fairly be written "over the counter"; but, generally, brokers' business should not be accepted when located in territory controlled by a local agent. It is better to have the risk under the supervision of the local. The tendered risk should be approved by the local and the commission divided between him and the broker, where the latter controls the risk. But the broker, unfortunately, can usually place the risk without acceding to this proposition. Business men would find it better to allow the local agent to place their insurance. During the past year very little counter business has been written on the Coast.

Non-cancellation Clause.

A. W. Thornton quotes Kirby v. Phoenix (13 Tenn. 340), where it was held "the stipulation that in case of cancellation the unearned premium shall be refunded is for the benefit of the assured, and he may waive it"; and he asks: But can the assured waive his right to cancel his contract, even though he may waive the return of the unearned premium? Supposing Dick Smith is insured in an insolvent company, and a money-lender refuses to accept the policy as security: is Smith prohibited from securing proper indemnity? All agents who issue N. Y. Standard policies exceed their authority if they add the non-cancellation clause. The assured acts for himself and has unlimited authority. The company's right to cancel can be waived only by the action of its board of underwriters.

Inspections.

J. H. Morrow said: Inspecting, without doubt, is the most trying regular duty which the special has to perform, but in no other direction can his services

be more profitable to his company. Instances are numerous where specials have averted heavy losses by the cancellation of policies on property which on inspection proved hazardous beyond correction. The local agent is a large factor. Upon his good will and zealous representations must the company largely depend. His hearty co-operation is much to be desired. There are local agents in whose presence many a good special might stand with uncovered head. The safety of an entire town may be involved in the inspection of a single risk. Every act of the special which tends to save his company from avoidable loss or to advance its reputation for honorable dealings in the eyes of the community is in the line of duty.

The Detail in Our Business.

A Talk by Frank J. Devlin: I would like to talk on the question of the daily report. I suppose the queries are put in that to be answered, but in very few instances are they answered. In many of the larger towns, many of the questions need not be answered; but in smaller towns, it is a kind of educator, and it will make the agent more careful if required to answer the questions on the daily report. In fact, I know of losses that would have been escaped had the daily report questions been answered. Specials should insist on the questions in the daily reports being answered. Where one company requires the answers, and another does not, the local will be likely to give the business to the company that does not. I urge on inspectors to give conscientious work, because we save a good deal of money by the close inspection of risks. In most cases the insured is willing to remedy any defect in the risk. Special hazards should be inspected, for we all are offered them. I do not think the special agent should simply collect from the local: he should look over his accounts. Indeed, the special should endeavor to collect, without instructions from the manager. Commercial reports are valuable, and too much care can not be exercised in going over Hine's Record,

which is of great assistance. Mapping of reports requires considerable care. Careless mapping causes serious losses. I think each office should have a block-book, and that in that book the blocking should be done by different individuals. As much care should be given to endorsements as to the daily report itself. It is questionable whether the classification of risks will warrant the keeping of such classification on this Coast: but office classifications hardly seem to be a fair average.

Benefit to be Derived from the Association.

D. M. McVean: Benefits to be derived from our association must depend upon voluntary individual action. I am quite sure the managers appreciate the value of the work accomplished by this association. Active participation benefits us personally. Discussion will reinforce our opinion if correct, and correct it, otherwise. If we are ready to impart useful information, we may be sure that we shall receive it in return. If we keep our knowledge to ourselves, lest our competitors should profit by it, we shall in time become so contracted in our ideas as to be useless to our companies. Mr. McV. suggests that the association record facts in connection with Coast fire losses.

Some Requirements of the Times.

F. G. Argall: There is no denying that the present demoralization is the logical result of the numerous inequalities and inconsistencies of rating under the P. I. U. and Board of Fire Underwriters. I think my point is sustained by the extraordinary efforts made by some companies in pursuit of certain "preferred" classes. In minor details the P. I. U. system of rating was good, but the arbitrary division of extensive sections into four rate-books was too sweeping and rigid to recognize the real hazard of individual underwriting propositions. It is here that the U. M. Schedule is so effective. Some changes should be made in the present charges for term policies. Two and one-half years' premiums, at least, should be charged for three years' insurance, and

four years' for five years' insurance. We should bring more prominently to the front the important subject of the prevention of fires. I submit the feasibility of including in every policy: (1) A co-insurance clause for such proportion of the value as may be deemed advisable, with rates fixed in accordance with the percentage of such clause. (2) The insertion of either the three-fourths loss clause or a loss clause of some other percentage of the loss. Any system of insurance which gives the assured his full loss is inherently defective. Public policy requires a property-owner to bear a part of his loss.

Advertising.

Amos F. Sewell: Every field-man knows that tons of printed stuff is annually wasted and destroyed in the offices of Pacific Coast local agents alone. Why should insurance companies furnish 98 per cent. of the blotting pads and 75 per cent. of the calendars used in the United States? Do these things extensively advertise our business? Better results can be obtained with less money. Can you remember whose blotter you last used, or calendar you last consulted, outside of your own office? Tin signs, too, look fine at first, but after a few weeks' exposure to the weather they look "measly," and disgrace the company. All worthy insurance journals help us. They are indispensable, and we should give them a hearty support. The special agent should be as zealous an advertiser as the "drummer." The term "special agent," however, signifies nothing to the ordinary mind. "Adjuster," on the contrary, means something and creates a good impression. The field-man has boundless opportunities to advertise his company.

Special Agent from a Local's Standpoint.

Frank D. Brown: The special agent is always at ease - even when discussing the surplus of a rival company. "Well, old boy, how are you?" Nothing remarkable in this form of social address: but the expression of feeling which accom-

panies it when uttered by the average special is indescribable. His visit to the 'cafe' is a pleasing event. He wins the admiration of the white-robed attendant by the deliberate and systematic manner in which he decants just the right amount of fluid into his glass. His Chesterfieldian address when soliciting the company of "your friends" at the bar paves the way for a few business men conversing near to know just the man they were looking for. His stories, on the verge of decorum, are racy bits of narrative; and finally, by a well timed reference he succeeds in bringing into the agent's fold some hearer who has been injudiciously carrying his own insurance. How he praises the local's register and stationery files! He instructs him without humiliating him also. He walks the village over, sees every risk, comments on an excellence here, a defect there. He does not recognize a blemish in the local, though teaching him, and the latter registers a mental vow not to forget this model special's company the next time any new business comes in.

Nosin' Round.

Wm. Maris: Somebody has said that the general that has won most of the victories in the world is General Exhaustion, and it may be that some day we all shall find ourselves in a heap at the foot of the hill, down which we now seem to be rolling in our attempts to keep just a little below the other fellows. Now the field-man "strikes" a town, reduces rates 50 per cent., adds 5 per cent. to the agent's commission, and hurries off to the next town. Careful inspection is out of the question, and all rates are inadequate. But we still have left the privilege of trying to reduce the hazard. To that end, many a moment may be profitably spent by simply nosin' 'round. A plant may be inspected to-day thoroughly, and to-morrow something may be added or taken away which changes the hazard. So because a risk has been inspected recently is no reason that a spare moment cannot be profitably spent in nosin' 'round it to-day.

Collect or Cancel.

Geo. W. Dornin: Among the worst of the many evils which confront us in these days of discord and disruption, is the vicious and growing custom of giving credit for premiums. Insurance is, or should be, a cash transaction. The honest claimant has a right to demand that there shall be no unnecessary delay in the payment of his claim. Why then, expecting such promptness on the part of the company, in the payment of hundreds and thousands, should he exact weeks, months and, occasionally, years of credit for the few paltry dollars of his premium? If he cannot or will not pay within a reasonable time, better, by far, cancel his policy, ever bearing in mind that there is no loss to be paid under a canceled policy. It is possible that the assured's slowness in paying is indicative of a stringency in his financial condition that only a fire can relieve. The slow premium-payer is almost invariably a tough claimant. Managers and general agents themselves are fostering the credit evil. Who can compute the amount paid out annually for losses incurred under policies the premiums on which would never have been paid but for the fire? The figures would be astounding. Only too often, I fear, does some local agent, pressed by other creditors, take advantage of the general agent's lenient methods, and appropriate to his own use the company's money, trusting to luck to recoup by the time the collector appears. If, then, you would retain the respect of agent and assured, insist upon prompt collection or early cancellation.

Thoughts of a Hired Man.

Ed. Niles: Of what use is this association, with its garnered wisdom, if it is to represent a business that can not be run on business principles? So far as the managers are concerned, it is only fair to say that they have had to deal with problems so complicated that an early and correct solution might puzzle a Newton. The surprising feature of last year's business is that there were not more fires. Many insurers in the rural districts seem

to have the idea that owing to the cut rates they are likely to be scalped on adjustments, and consequently they have been more careful not to burn. But this may not be reckoned as a permanent factor.

The California Knapsack.

The contents of this entertaining annual are varied as usual—long and short, cheerful and solemn, witty and useful, with one or two old friends which the younger readers will not recognize. Editor Grant writes satirically thus: "While the knowledge of the advent of hard times was slowly filtering into our dull minds we were irritable, accusing each other, trying to fasten the blame for loss of business on the compact, on the unprincipled agent, and on the lack of faith, hope and charity in our associates, and on all of them irrespective of previous reputation. The compact was such a perfect machine that it took the place of skilled labor, and when we killed the compact we were obliged to exercise our alleged brains. When general prosperity returns, the insurance business will once more rank as a science, but you will never see the business as it has been on the Pacific Coast."

Among the *Knapsack* contents are "Some Hints for City Rate Books," "Hints on Inspecting," our welcome old friend "Prayer as an Adjusting Agency," "Sout' o' Market," "A Cripple Creek Adjustment." Here is a sample bit of hard tack: A respected agent at Healdsburg writes: "We have received one of those 'angels' visits, few and far between,' from your specialist." Another: A good friend who loves to indulge in metaphor was speaking of local agents. Said he: "You go to work and build a man up from the ground, and along comes a big fish and swallows him, and you lose the premiums it has taken years to nurse to life."

* * *

The library committee, during the past year, have been hampered by changes in the personnel. Chairman Argall took charge as late as the middle of December.

Some valuable recommendations are made in the report. The committee say they are of the opinion that many members of the association can add valuable material to the library in the shape of reports, old tariff books and interesting documents relating to the early years of the insurance business on the Coast, which otherwise will be lost. This suggestion deserves consideration.

The following officers were elected for 1896-7: President, Herbert Folger, of Portland; vice-president, R. W. Osborn; secretary and treasurer, Louis Weinmann; library committee, F. G. Argall, chairman, George W. Dornin, Chas. C. Echlin; executive committee, Frank J. Devlin, chairman, George W. Dornin, Whitney Palache.

* * *

The Banquet.

In the evening some seventy-five members of the association, including several guests, dined and "wined" at a downtown "maysong." Speeches were made by President Driffield, President-elect Folger, Insurance Commissioner Higgins, President Staples of the Firemans Fund, and by several other gentlemen. Congratulatory and sympathetic telegrams were received and read, and immediately after the receipt of a message from Chicago, signed J. W. G. Cofran, the merry banqueters were "with" that gentleman "in spirit." Following is Mr. Cofran's dispatch, accompanied by an order for the wine:

"After the first toast to-night invite the boys, for the sake of Auld Lang Syne, to drain their glasses with me. Success to the Fire Underwriters' Association, and prosperity and happiness to every member."

To the generous Cofran in Chicago was wired a hearty reply thus:

"Fill your glass! At 9:30 Coast time we all drink your toast and several bumpers to you!"

The following song, by R. W. Osborn, distributed about the festive board, was one of the events of the evening:

THE CLOUD OF POVERTY ALLEY.

There's a street in each town, on which the rich frown,
Where the poor, both the day and night rally,

They congregate there, to wail and despair,
And we call the place Poverty Alley.
It's a place of dry bread, tattered clothes to a shred,

Where abound those who make the tamale,
Yet others go there, for the Bull and the Bear
Often times live in Poverty Alley.

CHORUS.

If you're wise, don't throw your bread away,
For bad faith and cunning will soon have their day,
Cling to hope and yield not to dismay;
Fate will not cast you in Poverty Alley.

Now insurance was fine, like our Golden Gate wine,
We'd a place for the compact to rally,
But greed tempted Fate, and down went the rate,
And brought us to Poverty Alley.
We all entered there, in utter despair,
And exchanged our fish, fowl for tamale.
Alas! up to date, you can hear them all prate
'Bout the cloud over Poverty Alley.—CHORUS.

At first it was fun, to make each man run,
For the risk of Smith, Jones or O'Mally,
But now it's quite sad, for the rate that we had,
Lines the cloud over Poverty Alley.
The fighting began, with attacking each man
And snatching away his tamale;
For the olive fought some, for the chicken all come,
Till the husk's left in Poverty Alley.—CHORUS.

Now this fighting went on, till new evils were born,
And nothing was left of tamale;
Not even a crumb, as big as your thumb,
Was in sight in our Poverty Alley.
The feeling got worse, till each thought was a curse,
At the rate of Smith, Jones or O'Mally;
And the rain it did pour, while the thunder did roar,
Then the sun shone in Poverty Alley.—CHORUS.

The following list of those present will be read with interest by members who were unable to attend. Those marked with a star are from the Northwest:

C. F. Mullins, Wm. J. Dutton, H. V. Parkhurst*, Geo. H. Mendell, R. W. Osborn, Louis Weinmann, Geo. F. Grant, E. C. Giltner*, Frank L. Hunter, R. P. Fabj*, Henry T. Fenel, Cesar Bertheau, A. M. Thornton, H. Danker, Geo. Leonard, Frank J. Devlin, J. D. Maxwell, Chas. T. Parker, W. B. Hopkins, Henry K. Belden, H. M. Grant, Chas. B. Hill, N. C. Farnum, A. A. Andre, I. S. Watson, Chas. W. Grant, W. B. Westlake, V. W. Gaskill, Alfred R. Grim, E. T. Von Etlinger, E. E. Niles, E. G. Sprowl*, Will Sexton, C. Mason Kinne, Wm. N. Hill, Franz Jacoby, Geo. D. Dornin, G. Messinger, R. D. Hunter, J. G. Edwards, D. J. Staples, Rolla V. Watt, V. Carus Driffield, L. B. Edwards, F. G. Argall, Geo. W. Spencer, S. M. Anderson, Geo. A. Crux, B. G. Smalley*, H. Folger*, A. R. D. Patterson, D. A. Spencer, Chas. C. Echlin, C. A. Stuart, W. S. DuVal, Frank Coffin, Clarence H. Howland,

Chas. J. Dickman, T. C. VanNess, M. R. Higgins, C. W. Smith, A. E. Magill, Paul M. Nippert, A. F. Gartner, Rudolph Herold, Wm. Maris, C. O. Scott, Wm. Marsh, A. R. Gunnison, Chester Deering, A. M. Brown, Tudor Tiedeman, Homer A. Craig, Geo. W. Dornin, Ed. Thompson, R. Neil.

Union Central Life Insurance Company.

Elsewhere we print the twenty-ninth annual statement of the growing Union Central Life Insurance Company of Cincinnati. The summary of gains during the year, as printed at the bottom, does not leave us anything to say by way of comparison. Gains, gains, gains! It is a "telling" form of statement, but not every company can print such a summary of progress.

The gain in membership was 4,363, with a gain of nearly four millions in new business and over nine millions in insurance in force. Substantial progress like this is proof that the Union Central is "in the push!"

The latest policy contracts of the company are highly spoken of by life insurance men generally; and praise from such a source is praise indeed. The popularity of these policies is amply attested by the handsome gains made by the company in a hard times year like '95.

The Union Central Life Ins. Co. now has some 15 millions of assets, with nearly two millions of surplus, and nearly 27 millions of insurance in force. Such is the record of twenty-nine years' hard work and good management. Over three-fifths of the assets are invested in first mortgages on real estate, at a valuation in no case less than double the amount of the loan, exclusive of improvements, and no loan has been made at a less rate of interest than 7 per cent.

Last year's business largely exceeded that of any previous year. In California and on the Coast the company is steadily increasing its business. Jas. F. J. Archibald, son of the late Dr. Archibald, has been appointed to succeed the deceased as manager of the Pacific Coast department.

ITEMS. — UNDERGROUND WIRES in Boston aggregate 900,000 feet of cable in 600,000 feet of pipe. There is a commis-

sioner of wires who looks after this matter. The change was made in one year, and the Bostonians now see the sun. Only trolley wires and guards are now in sight at Park square and Atlantic avenue in Cow-path town.—ACETYLENE GAS, the new illuminant, is said to yield a light fourteen times greater than that of ordinary gas. It is dangerous, and explosion is likely to be followed by fire. Some companies decline to insure buildings where acetylene gas is used. This remarkable gas is now cheaply made of a combination of hydrogen and carbon.

Ancient Order United Workmen.

The December COAST REVIEW demonstrated the fact that this society is crawling along the ragged edge of the precipice of insolvency. The leaders are blindly seeking for relief. A "beneficial commission" has been appointed, to meet in Meadville, Pa., on the 13th inst. It will discuss the propositions to admit women to the order, and to increase the maximum age of applicants to 50 and to reduce the minimum age to 18; to grade assessments, and permit others than relatives to be beneficiaries. The suggested changes are designed to relieve the order from its present embarrassment; but no permanent relief is possible.

Bleeding Kansas.

Manager Lamey of the Mountain department of the British America sends his Kansas agents a circular letter on the array of taxes, fees and licenses in Jayhawkerdom. To begin with, there is \$55 for filing charter. After that the pocket-picking is annual, general, special, local, frequent, annoying, outrageous and confiscatory. Examples: \$50 for annual statement; \$50 fee to school fund (that's cool robbery); 2 per cent. state tax on gross business; 2 per cent. firemen's relief fund tax on gross business; and, moreover, every agency appointment is taxed \$2, and every municipality imposes a license fee varying from \$5 to a circus license—that is, enough to pay the village debt.

As the owners of combustible property pay these extortionate taxes in the long

run, in their premium rates, as they must know, we feel reasonably certain that money-lenders and speculators in raw land have instigated all this special taxation which diminishes their own taxes on Kansas investments.

The Travelers Insurance Company.

The thirty-second annual statement of the Travelers Insurance Company contains these totals:

Assets	\$19,425,220
Liabilities	15,763,974
Surplus	\$ 2,661,245
Paid policyholders since 1864	\$39,827,626

This compilation speaks for itself, so far as the condition of the company and its loss-paying record are concerned. The statistics accompanying the statement printed elsewhere are unusually interesting. Life and accident department figures are segregated. Assets gained nearly two millions. Surplus gained nearly \$200,000. Insurance in force in the life department (\$87,355,158) gained three millions.

It is evident that 1895 was a very good year for the Travelers Ins. Co., and that the new year is begun with all the prestige of increasing business, approved policies and still greater security to policyholders.

General Agent Haskell of the Pacific Coast department reports increased business in his field, notwithstanding the general depression in the Western business world.

Santa Clara County Mutual Insurance Assoc'n.

The annual meeting of this California county something was held recently in Santa Clara. The treasurer read his report, which shows a balance of \$342.40 in the treasury. This wealth and sign of prosperity moves the local editor to say:

"We have before said and we here reiterate, there is no better nor safer insurance company in the state of California that we have right here in our midst (middle), composed of our friends and neighbors, all of whom we know and trust. The advantages of such an insurance company are obvious to any sane man."

The editor would change his mind if he were to venture abroad, or he would return home with revised statistics of insanity. Now what does this Santa Clara county mutual insure, and where did it get the authority to do business?

California Fire Business by Classes of Companies.

CALIFORNIA COMPANIES.			
Year.	Premiums.	Losses.	Ratio.
1889	1,593,702	613,086	38.5
1890	1,480,763	589,687	39.9
1891	1,189,889	389,482	32.7
1892	912,570	361,064	38.2
1893	740,928	287,276	38.8
1894	640,271	299,972	46.8
1895	397,479	214,699	54.0

OTHER STATE COMPANIES.			
Year.	Premiums.	Losses.	Ratio.
1890	2,261,011	1,003,312	44.3
1891	2,685,310	1,020,888	38.0
1892	2,735,885	1,072,913	39.2
1893	2,538,644	1,073,368	42.3
1894	2,329,097	1,063,629	45.8
1895	1,740,504	1,061,918	61.0

FOREIGN COMPANIES.			
Year.	Premiums.	Losses.	Ratio.
1890	2,563,039	1,162,289	45.3
1891	2,847,289	1,023,012	35.9
1892	3,329,005	1,293,930	38.3
1893	3,500,882	1,306,516	37.3
1894	3,367,692	1,426,051	43.1
1895	2,566,600	1,574,054	61.3

Some Colorado Figures for 1895.

Company.	Prem's.	Aver. Rate.	Loss, Inc.	Ratio. Losses Paid.
Livrl & L. & Gl.	\$60,839 83	1.72	\$22,596 78	29.78
Hartford	51,194 39	1.73	28,721 32	40.90
North America	51,132 48	1.92	15,794 23	30.58
*Firemans F.	49,423 15	1.98	22,801 80	36.62
*National	46,591 39	2.08	22,420 66	34.62
Com. Union	38,971 89	1.79	4,597 83	12.65
Royal	36,877 65	1.66	10,442 46	33.17
*Palatine	35,244 30	1.00	30,221 38	51.50
Home. N. Y.	30,522 80	1.47	16,637 10	31.66
Connecticut	29,755 07	1.52	17,382 63	53.07
*North B. & M	28,588 17	1.61	5,418 56	24.62
Phoenix of H.	27,999 49	1.58	11,821 52	46.90
Springfield	27,271 11	1.96	6,194 37	26.37
London & Lan.	26,971 11	1.93	17,089 40	40.56
*Scottish U. & N.	26,679 12	2.05	13,955 78	30.63
*Atlas	25,608 43	1.70	20,781 37	72.78
Traders	24,813 98	2.02	12,021 40	26.92
Prov. Wash.	22,005 20	1.75	12,520 95	62.54
Nor. Union	20,693 67	1.86	8,839 58	27.40
Sun, London	20,340 52	1.45	12,548 71	61.94
*Royal Exch.	18,612 80	1.45	6,483 21	34.83
*Home Mutual	14,391 17	1.95	8,316 99	74.35
*North German	15,246 78	1.61	9,378 18	24.88
*Greenwich	7,680 18	1.44	1,380 90	2.36

*Report to Coast.

Just Like Some Insurance Companies.

A titled English lady reduced to abject poverty, who sought to win a livelihood by peddling fish, was heard to murmur softly, "sprats!"—and then in a still lower tone—"dear! dear! I hope no one heard me!"

History is silent as to whether or not the sprat industry so advertised eventually restored her ladyship's coronet, but that same history is continually repeating itself. Many insurance companies constantly emulate the methods of this gentle "fish-wife" in the advertising of their wares.—Francis I. Maule.

State Property.

State buildings generally throughout the United States are very much underinsured. When a loss occurs it is, as a rule, a total one, as regards the insurance. The rates, however, are the same as those of similar classification, based on an average proportion of insurance to value. Rates on state property are therefore too low. The co-insurance clause should be included in all policies on state buildings. Underinsurance, in a less degree, is also characteristic of county and municipal and school-district property generally. Such public property, therefore, does not pay its fair proportion of the loss outgo, as compared with property of private ownership.

AN ENGLISH WEEKLY.—the *Saturday Review*, or some such name,—has been printing a series of articles on life insurance companies. In America the same articles would be recognized as attempts to blackmail the misrepresented companies. The conclusions which the writer would have his readers draw are entirely unwarranted by the facts. The criticised companies, so far as we have read, are English. If a British insurance contemporary should venture to print such stuff it would be sued for libel, but seemingly the "secular" weeklies are feared by the criticised life companies. In this country it is different. Here the insurance press carries the hurt-

ful sting; and the pin-pricks of the miscellaneous press are harmless, because insurance solicitors have found it useless to quote them. The endorsements or criticisms of the general press are discounted by the general public, "for cause." We have in our scrap-book the elaborately expressed approval of a San Francisco bond swindle, printed as original matter by a "leading" (into evil) San Francisco daily newspaper a few weeks before the "Guarantee" fraud was closed by the federal authorities.

Why Not At Noon?

Fire policies insure beginning and ending "at noon." This simplifies the time, which is not the case when a policy covers from a day to a day.

Life insurance policies, on the contrary, probably because they originally expired at death only, cover from date during the "term of natural life." Any other kind of life is not covered. This provision illustrates the proverbial caution of our life offices.

Now why shouldn't a life policy cover from noon of the day the policy is written? Extended insurance, the usual custom in case of lapse, renders this definiteness important. The extension for a given number of days is too indefinite. Much may be left to the generosity as well as the sense of justice of the life insurance company's management. But it is safer, and juster, and more satisfactory to all concerned, to write the hour, either the date of acceptance or delivery, or uniformly noon.

What does the Life Underwriters Association of San Francisco say?

ITEMS.—The Royal leads in Tennessee business.—The so-called Prussian retaliatory bill passed both houses of the New York legislature and was immediately signed by the governor. This looks like a case of nose-slashing to spite one's face. The Prussian companies will make their deposits in some other state.

—The Oakland fire department now has the ball nozzle.

Six Years' San Francisco Fires.

<i>Companies and Localities</i>	1893 70 Com- panies.	1894 81 Com- panies.	1895 93 Com- panies.	1896 105 Com- panies.	1897 116 Com- panies.	1898 114 Com- panies.
AMERICAN COMPANIES.						
Fir-mans Fund, San Francisco	\$ 73,319	\$ 66,952	\$ 74,662	\$ 72,946	\$ 72,485	\$ 72,452
Home Mutual, San Francisco	21,875	21,363	23,400	35,224	36,502	36,627
Atlas, Hartford	37,932	47,111	53,445	51,880	55,919	53,335
American, New Jersey	6,814	7,804	8,683	9,232	10,224	8,267
American Central, St. Louis	10,745	17,883	19,730	21,688	20,075	14,129
American, Philadelphia	13,626	15,801	18,816	19,795	20,726	20,664
Connecticut, Hartford	13,965	15,529	17,353	18,637	18,026	16,416
Continental, New York	20,715	22,831	13,245	9,748	5,910	8,464
Fire Association, Philadelphia	25,645	16,731	15,087	11,183	13,358	7,936
Firemens, Baltimore	6,335	3,126	1,860	7,715	7,228	7,242
Franklin, Philadelphia	8,036	10,413	12,643	7,516	8,440	7,812
German-American, New York	30,168	41,226	35,198	31,100	25,203	14,888
*Germania, New York	17,179	25,621	11,492	10,584	14,646	17,028
*Glens Falls, Glens Falls, N. Y.		6,065	8,315	0,127	9,677	12,501
*Greenwich, New York	5,949	7,422	8,188	6,717	6,696	5,920
Hanover, New York	22,915	39,308				
Hartford, Connecticut	33,446	51,266	50,104	46,363	40,030	47,383
Home, New York	35,018	16,861	13,052	9,460	10,071	12,394
Ins. Co. North America, Philadelphia	13,465	14,305	18,390	17,312	19,900	25,334
Ins. Co. State of Pennsylvania, Philadelphia	2,805	2,232	3,071	6,227	6,248	7,202
Milwaukee Mechanics, Wisconsin	12,714	13,400				
National, Hartford	18,940	20,310	22,318	16,544	17,586	16,463
Northwestern National, Milwaukee +	3,000	13,465	8,480	10,676	9,467	5,060
Orient, Hartford	5,965	9,534	7,032	14,518	22,961	17,698
*Pacific, New York		4,156	4,879	5,155	6,357	5,277
Pennsylvania, Philadelphia	13,116	17,406	10,381	17,591	17,145	19,117
Phoenix, Brooklyn	22,514	35,339	39,660	40,266	41,709	3,811
Phoenix, Hartford	35,919	16,861	13,052	9,460	10,071	12,394
Providence-Washington, Rhode Island	5,539	5,778	4,833	6,240	10,611	10,397
Queen, New York	24,497	37,123	40,915	44,488	45,871	21,319
Rhode Island, R. I.	4,417	2,591	3,047	3,431	5,470	2,374
Springfield, Massachusetts	17,034	16,228	16,718	28,421	33,906	35,758
*St. Paul, Minnesota	2,441	8,034	8,505	8,212	8,152	7,964
*Traders, Illinois		11,103	15,990	7,938	5,703	6,038
*Union, Pennsylvania		1,395	4,715	5,242	6,047	7,214
*United Firemens, Phila.		6,537	8,627	6,143	5,635	
*United States, New York		6,425	5,080	3,396	3,547	4,538
Westchester, New York	18,936	21,129	13,551	16,465	17,981	16,798
Williamsburg City, New York	4,499	3,681	7,548	9,973	9,562	5,537
Total, including retired companies	\$ 590,466	\$ 823,722	\$ 933,515	\$ 1,053,655	\$ 1,270,296	\$ 1,292,315
FOREIGN COMPANIES.						
Aachen & Munich, Germany	\$ 35,066	\$ 38,003	\$ 22,028			
Alliance, London	44,936	57,666	49,243	\$ 72,887		
Atlas, London	29,287	47,190	20,467	22,123	\$ 22,409	\$ 23,676
Baloise, Switzerland	4,401	10,751	10,283	4,851	4,669	
British-America, Toronto	6,569	11,655	10,666	11,249	15,736	16,407
Caledonian, Edinburgh	20,532	21,439	23,907	21,317	23,344	17,337
Commercial Union, London	46,955	50,104	64,824	58,349	64,848	70,628
Hamburg-Bremen, Germany	58,592	62,021	60,931	59,129	60,177	61,171
Helvetia Swiss, St. Gall	22,635	48,723	58,316	52,502	55,119	58,474
Imperial, London	24,790	23,838	28,205	32,588	22,413	20,148
Lancashire, Manchester	44,479	42,222	45,584	41,681	39,050	27,615
Lion, London	18,444	19,327	25,813	29,087	20,016	17,748
Liverpool & London & Globe, Liverpool	49,827	95,550	99,586	85,857	89,073	93,147
London Assurance, England	18,848	24,469	25,437	20,724	14,690	21,319
London & Lancashire, Liverpool	92,669	125,828	131,889	134,486	129,751	55,013
Magdeburg, Germany	31,967	43,206	12,238	11,181	11,052	11,122
Manchester, England	26,157	32,147	31,863	28,411	30,332	22,931
New Zealand, Auckland	40,654	40,050	43,906	41,411	44,170	49,946
North Assurance, London	18,818	24,469	25,437	20,724	14,690	21,319
North British & Mercantile, London	24,116	45,170	46,235	39,984	40,348	24,621
North German, Hamburg	44,694	66,237	66,380	61,467	61,951	62,898
Norwich Union, England	31,058	24,060	24,955	28,845	31,539	39,454

<i>Companies and Localities.</i>	1895 70 Com- panies.	1894 81 Com- panies.	1893 93 Com- panies.	1892 105 Com- panies.	1891 116 Com- panies.	1890 114 Com- panies.
FOREIGN COMPANIES—CONTINUED.						
Palatine, Manchester	\$ 38,619	\$ 88,936	\$ 53,886	\$ 13,588	\$ 16,945	
*Patriotic, Dublin	8,727	18,561	26,198	18,211		
Phoenix, London	55,316	47,368	44,386	35,364	33,604	\$ 34,192
Prussian National, Germany	25,538	57,498	9,293	36,810	33,867	34,664
Royal, Liverpool	31,988	24,960	24,955	28,844	14,539	36,984
Royal Exchange, London	55,442	78,880	84,185	61,030	7,713	
Scottish Union & National, Edinburgh	16,605	26,742	35,978	39,209	33,867	24,572
Sun, London	31,287	41,227	43,810	35,036	38,786	35,914
Svea, Sweden	13,726	12,087	11,172	21,273	16,836	26,915
Transatlantic, Hamburg	40,970	51,052	51,068	44,011	38,896	31,718
Union, London	20,650	33,437	35,884	21,031	11,662	15,011
Western, Toronto	8,789	18,840	14,332	20,043	22,487	20,177
Total, including retired companies	\$1,052,744	\$1,995,071	\$1,562,966	\$1,364,935	\$1,211,607	\$1,157,152
Grand Total	1,643,920	\$2,319,693	\$2,436,481	\$2,448,648	\$2,481,903	\$2,439,941

*Ceased writing Sep. 1, 1895. †1895 estimated.

Seven months of 1895.

\$ Ten months of 1895.

Withdrawn

Death Loss Among Total Abstainers.

Upon those who on entering stated that they abstained from alcoholic beverages the maximum expected loss was \$5,455,669, and the actual loss was \$4,251,050. Upon those who stated otherwise the maximum expected loss was \$9,829,462, and the actual loss was \$9,469,407. The abstainers show, therefore, a death loss of 78 per cent. of the maximum, and the non-abstainers 96 per cent.

Analyzing these figures according to the years of insurance, the abstainers present an actual loss in the first year of \$568,900 against a maximum expectation of \$716,388, or 79 per cent.; the non-abstainers an actual loss of \$1,040,300 against a maximum expectation of \$978,213, or 106 per cent. From the second to the fourth years, inclusive, the abstainers exhibit an actual loss of \$1,550,100 against \$2,067,391, or 75 per cent.; the non-abstainers, \$3,576,650 against \$3,540,940, or 101 per cent. After the fourth year the actual loss among the abstainers was \$2,132,050 against a maximum expectation of \$2,671,890, or 80 per cent.; among the non-abstainers, \$4,852,457 against a maximum expectation of \$5,310,309, or 90 per cent.

As compared with the maximum, the abstainers show about equally well at all periods, the loss ranging from 75 to 80 per cent. of the maximum expectation. Among the non-abstainers, however, there is a progressive improvement. During the first year the loss was 106 per cent. of the maximum; from the second to the fourth years, 101 per cent., and after the fourth year only 90 per cent. In the first year of insurance, between the abstainer and the non-abstainer there is a difference of 27 per cent.; from the second to

the fourth years a difference of 26 per cent.; after the fourth year only 10 per cent.

Again, we shall see further on that, taking persons born in the United States by themselves, the maximum expected loss on abstainers after the fourth year of insurance was \$2,219,207, and on non-abstainers \$3,542,671; and that the actual losses respectively were \$1,869,350 and \$3,256,307; the percentages being 84 for abstainers and 92 for non-abstainers, a difference of 8 per cent. only.

We may now draw certain conclusions. It is evident, as regards non-abstainers, that the excess of the percentage of loss during the first four years over and above the 90 per cent. observed after the fourth year is not, and cannot be, due to any necessary ill effect of drinking in moderation upon the human constitution. Whatever such necessary effect upon the constitution may be, whether much or none at all, its results after four years of insurance are, so far as these statistics bear upon the question, included under the percentage of 90.

The excess of loss during the first four years above 90 per cent. can be ascribed only to undisclosed bad habits at the time of entrance. A notable proportion of those who drink hard when insured, as the result of vicious habits formed at earlier ages, must succumb to disease within four years thereafter. Those having similar habits but with stronger constitutions than the others may live longer, but will on the average die before their time, and so swell the later loss ratio.

It is certain that of the percentage of 90, observed after four years, some portion must be ascribed to the greater liability to disease and death of those whose habits were dissi-

pated at the time of entrance. The difference to be accounted for is that between 80 per cent. and 90 per cent.

A portion of this difference of 10 per cent. (reduced to 8 per cent. on purely American risks) is, as we have seen, accounted for by the intrusion of a class of persons whose habits were dissipated at the time of entrance. Another considerable proportion of this difference of 10 per cent. (or 8 per cent.) must, again, certainly be due to the subsequent taking on of drunken habits by another small second class from among those who drank only in moderation at the time of entrance.

There is a third large class of drinkers, who, while never intoxicated, nevertheless habitually take more than the daily allowance of alcohol found to be digestible by the medical authorities. These three classes may, and on the medical evidence if accepted, must, fully account for the 10 per cent.

As regards the fourth class, also large in number, who confine themselves to occasional or habitual drinking not in excess of the medical limit, there is nothing in these statistics by which to compare them as a class with the abstainers, though there cannot be much difference either way.

Again, the whole difference of 10 (or 8) per cent. cannot be due solely to the physical effect of alcohol, because those addicted to alcohol comprise among their number a much larger proportion than the abstainers of persons naturally weak and vicious, who would on the average die earlier than others if alcoholic beverages were unknown. Some sicken because they drink, and others drink because they are infirm.

The facts here given, it must always be remembered, relate only to insured lives, and have no bearing whatever upon the effects of alcoholic beverages upon men whose characteristics or circumstances have prevented them from applying for life insurance.

A very small portion of the experience now discussed was derived from policies issued upon residents of foreign countries. If we, as for this purpose we may, count Canada with the United States, only a small fraction above one per cent. of the experience relates to policies issued in foreign countries. Although, however, the policies when written were almost wholly domestic, the lives upon which they were written were many of them foreign by birth. For example, among the abstainers there was a maximum expectation of \$4,546,550 upon persons born in the United States, with an actual loss of \$3,618,550, or 80 per cent.

Among the abstainers born in other countries there was a maximum expectation of \$909,139, with an actual loss of \$632,500, or 70 per cent.—Emory McClintock.

A Valuable Mortality Cost Table.

The following table presents the actual mortality cost of \$1,000 life insurance for a series of years, without expenses of any kind. The figures are based on the American experience. The ages are inclusive:

<i>Ages.</i>	<i>5 years.</i>	<i>Average yearly.</i>
10-14	\$ 37.89	\$ 7.57
15-19	38.16	7.69
20-24	39.55	7.91
25-29	41.00	8.20
30-34	43.08	8.61
35-39	46.26	9.25
40-44	51.19	10.28
45-49	60.31	12.06
50-54	77.12	15.48
55-59	107.45	21.49
60-64	157.66	31.53
65-69	240.22	48.04
70-74	379.57	75.11
75-79	560.29	112.05
80-84	853.28	170.65
85-89	1546.80	309.36
90-94	3212.59	642.51

<i>Ages.</i>	<i>10 years.</i>	<i>Average yearly.</i>
10-19	\$ 76.35	\$ 7.63
15-24	78.01	7.80
20-29	80.55	8.05
25-34	84.08	8.40
30-39	89.34	8.93
35-44	97.66	9.77
40-49	111.71	11.17
45-54	137.73	13.77
50-59	184.87	18.49
55-64	265.11	26.51
60-69	397.88	39.79
65-74	610.79	61.08
70-79	930.86	93.09
75-84	1413.57	141.36
80-89	2400.08	240.01
85-94	4750.39	475.91

<i>Ages.</i>	<i>20 years.</i>	<i>Average yearly.</i>
10-29	\$ 156.99	\$ 7.84
15-34	162.09	8.10
20-39	169.89	8.50
25-44	181.74	9.09
30-49	201.05	10.05
35-54	235.39	11.77
40-59	296.58	14.83
45-64	402.84	20.14
50-69	582.75	29.14
55-74	875.90	43.79
60-79	1328.74	66.44
65-84	2024.36	101.21
70-89	3330.94	166.55
75-95	6172.96	308.64

Ages.	40 years.	Average yearly.
10-49	\$ 357.95	\$ 8.03
20-59	100.17	11.66
30-69	783.80	19.59
40-79	1625.32	19.03
50-89	3913.69	97.84
Ages.	55 years.	Average yearly.
10-94	\$7484.14	\$ 79.61
Ages.	55 years.	Average yearly.
20-74	\$12348.00	\$ 22.45
Ages.	50 years.	Average yearly.
25-74	\$1195.31	\$ 23.90
Ages.	45 years.	Average yearly.
30-74	\$1154.31	\$ 23.65
Ages.	40 years.	Average yearly.
35-74	\$1111.23	\$ 27.78
Ages.	35 years.	Average yearly.
40-74	\$1064.97	\$ 30.42
Ages.	30 years.	Average yearly.
45-74	\$1013.57	\$ 33.78
Ages.	25 years.	Average yearly.
50-74	\$ 933.26	\$ 39.15
Ages.	20 years.	Average yearly.
55-74	\$ 875.84	\$ 43.79
Ages.	15 years.	Average yearly.
60-74	\$ 768.39	\$ 51.22
Ages.	10 years.	Average yearly.
65-74	\$ 610.73	\$ 61.07

To the foregoing, to find the true cost of life insurance, must be added commissions, examiners' fees, office expenses, taxes, etc. With level premiums, for life or for a group of years, whereby more is paid at first and less afterward than the actual mortality cost, there is a profit from interest earnings.

Resisted Fire and Life Insurance Claims.

The life and fire companies reporting to the insurance department of New York are representative of the business of the entire country, for they transact nearly all of it. The following American statistics are therefore substantially those of all the fire and life companies doing business in the United States.

The average percentage of resisted fire claims is 2 1-5, and of resisted life claims 1 3-5, during thirty years. These are surface percentages, however; for each year's "claims resisted" include a very considerable sum reported in the previous year, and not yet finally adjudicated.

The district and supreme courts, as everybody knows, are great bodies which move slowly. Sometimes resisted claims are not disposed of by the higher courts for several

years, and every year these same claims are reported as resisted, and to a misleading degree they swell the total of resisted claims. The actual percentages of resisted claims are less than those given.

We acknowledge our indebtedness to the Insurance Age for the following compilation:

FIRE COMPANIES REPORTING TO N. Y. DEPT FOR 30 YEARS.			
Year.	Fire Losses Paid.	Claims Resisted.	Per Ct.
1865	\$ 17,331,510	\$ 341,137	1.97
1866	23,973,708	508,813	2.12
1867	20,949,847	948,533	3.10
1868	19,449,799	994,553	4.05
1869	20,579,392	828,931	4.03
1870	22,476,300	775,888	3.45
1871	32,418,595	588,147	1.81
1872	34,774,157	459,344	1.30
1873	31,939,750	626,245	1.98
1874	22,657,010	615,001	2.71
1875	24,076,005	596,826	2.48
1876	23,118,183	632,669	2.74
1877	22,582,535	688,210	3.05
1878	18,008,951	646,470	3.59
1879	20,501,704	588,357	2.87
1880	21,268,726	295,187	1.39
1881	23,497,843	447,460	1.90
1882	25,824,069	436,862	1.69
1883	28,888,211	467,058	1.62
1884	32,227,841	661,300	2.05
1885	32,312,619	933,161	2.89
1886	32,856,939	729,059	2.22
1887	37,052,055	666,458	1.80
1888	37,475,943	740,092	1.98
1889	41,808,065	820,871	1.96
1890	39,263,709	757,874	1.93
1891	45,495,467	787,799	1.73
1892	49,692,603	919,824	1.85
1893	55,746,543	960,589	1.72
1894	58,414,860	1,081,215	2.22
30 years	\$906,601,472	\$20,145,236	2.22

LIFE COMPANIES REPORTING TO N. Y. DEPT FOR 30 YEARS.			
Year.	Claims Paid.	Claims Resisted.	Per Ct.
1865	\$ 4,206,020	\$ 65,500	1.56
1866	6,272,383	57,100	0.91
1867	7,005,376	109,743	2.38
1868	10,832,033	243,050	2.24
1869	15,226,305	328,539	2.16
1870	19,023,766	727,071	3.82
1871	22,149,958	882,310	3.85
1872	24,770,331	883,640	3.57
1873	26,310,386	1,037,190	3.94
1874	25,797,860	1,177,649	4.57
1875	26,174,631	1,073,311	3.95
1876	25,567,850	1,106,426	4.33
1877	26,103,287	1,211,945	4.61
1878	29,153,225	1,139,352	3.88
1879	26,007,131	842,305	2.81
1880	26,454,957	887,412	3.01

1881	30,095,636	66,592	2.16
1882	29,870,874	577,854	1.91
1883	33,874,306	622,915	1.81
1884	33,002,843	823,478	1.47
1885	38,024,822	387,416	1.00
1886	38,270,390	305,481	0.80
1887	42,827,031	143,135	0.26
1888	48,500,005	130,211	0.29
1889	53,811,834	198,909	0.37
1890	58,008,015	244,101	0.42
1891	62,734,497	289,558	0.46
1892	72,570,897	310,246	0.43
1893	78,003,820	824,099	1.09
1894	78,313,102	1,061,957	1.35
30 years	\$1,029,814,017	\$18,082,483	1.76

Find the Fruit Thereof.

The life insurance solicitor knows in a general way that the fruit of his labor is good.

This fruit is protection to the family. Protection is the prime object of life insurance. Savings are incidental.

The fruit of life insurance work has many forms. It is society improved. It is reduced taxation for the maintenance of asylums for the helpless and vicious. It is crime and suffering diminished. It is estates preserved from the greedy clutches of Shylocks. It is money paid to the objects of affection, and not to hated will-breakers and their abetting lawyers. It is the wolf driven from the doors of the poor. It is homes preserved, families kept together, and children educated. It is the death-bed anguish assuaged.

Wonderful, beautiful fruit, which may well earn for the life insurance worker the respectful consideration of every man whom he approaches.

But the fruit we have in mind is the knowledge of good accomplished in individual cases. The life insurance solicitor, or his principal, or both, should learn something of the circumstances of the beneficiary. That is the way to find the finest fruit of life insurance work.

A good many life insurance workers casually make such investigation. They learn of mortgages lifted, of actual want prevented, of pride unhumiliated, of social position maintained, of sons advanced in places of trust, of daughters happily married, of capital created and well invested, by the proceeds of life and endowment policies.

The Coast Review wishes it could enlist the attention and aid of life insurance men with interesting and serviceable reminiscences of this character. Our columns are at their service at any time, "for the good of the business."

Pacific Coast Fire Insurance Losses in 1895; by States.

MONTHS.	SAN FRANCISCO.	CALIFORNIA.	OREGON.	WASHINGTON.	IDAHO.	MONTANA.	UTAH.	ARIZONA.	COLORADO.	TOTAL.
January	\$100,001	\$103,457	\$50,661	\$38,975	\$7,200	\$30,750	\$1,504	\$300	\$10,246	\$188,285
February	41,097	140,537	17,317	58,246	300	11,791	13,756	1,834	6,788	146,393
March	24,998	115,812	53,048	54,015	1,508	11,075	7,930	600	18,185	381,358
April	138,966	372,159	315,855	488,166	1,227	6,659	14,157	600	5,104	180,134
May	23,069	86,436	47,731	58,539	3,600	8,177	4,380	750	6,791	207,753
June	399,127	539,976	37,305	50,251	9,445	1,000	3,050	2,450	9,917	616,808
First Six Months	\$502,658	\$1,315,022	\$211,288	\$933,660	\$23,280	\$71,025	\$29,197	\$5,534	\$60,391	\$2,184,432
July	81,022	372,833	24,155	58,545	4,800	16,183	880	2,027	10,355	430,203
August	25,653	204,810	43,883	150,657	8,070	46,747	7,000	1,407	8,289	341,159
September	27,878	230,891	41,033	98,535	5,100	47,710	4,300	1,100	11,002	341,289
October	163,668	181,266	16,414	106,315	2,078	28,537	12,180	608	48,435	380,029
November	51,836	123,413	174,809	35,443	1,770	18,504	6,175	3,600	13,803	320,275
December	238,930	134,413	11,533	24,793	9,988	9,297	1,100	982	30,891	288,062
Last Six Months	\$416,778	\$1,110,762	\$1,563,500	\$409,830	\$39,605	\$121,116	\$20,802	\$10,759	\$113,793	\$1,099,104
Totals	\$919,436	\$2,878,562	\$351,215	\$793,180	\$53,885	\$83,441	\$49,849	\$20,022	\$171,181	\$5,196,582
Average per month	\$76,619	\$239,880	\$29,268	\$66,100	\$4,490	\$6,953	\$4,154	\$1,668	\$14,265	\$432,395

* Totals include small losses in New Mexico, Alaska, British Columbia, etc. † San Francisco agencies only. ‡ Conflagration year. Six towns burned.

New Zealand Municipal Insurance Scheme.

The associated fire underwriters of New Zealand have been carefully re-rating towns and cities on the basis of a combined experience, thereby dealing fairly with all by correcting inequalities. In the absence of such occasional revisions, some towns as well as some classes of risks pay too little for insurance, and others pay too much. The justice of such revision of rates, however, is never recognized by the individual nor community whose rates are advanced.

The underwriters have stirred up a hornets' nest in Invercargill, which has been rated as "third class," with a corresponding advance in rates. Stinging phrases are flying about in print, directed at the wicked underwriters, who are declared to be "extorters," "extravagantly paid," "blood-sucking" and "merciless" officials whose action in this matter is positively "intolerable." We smile as we note these familiar phrases so dear to the American editor. These New Zealanders are surely our kinsmen.

The Invercargill business men are in deadly earnest. They resent the classification of their first-class city as "third class," and if their *Times* is to be credited they will soon, "emancipate the people from the thrall" of those who are endeavoring to bleed them without mercy. The Invercargillians have evolved a new scheme of combined municipal fire insurance, and have already organized The Invercargill Municipal Fire Insurance League.

At the preliminary meeting it was resolved—by these business men who know absolutely nothing of the matter—that premium rates are excessive, that insurance expenses are excessive, and that "it is desirable that some other mode of fire insurance be adopted." Out of this resolution, the league and proposals for municipal insurance have grown. The scheme is a very elaborate one, exhibiting considerable labor on the part of the committee.

A central administrative board is provided for, to receive all municipal prem-

iums and pay all losses. Each municipality is to have a local administrative board. Annual valuations of all buildings will be made, and owners must insure for not less than half value. Insurance on buildings is compulsory. The cost of maintenance of the fire protection service is to be paid from premiums, thus freeing the speculator in unimproved realty from his due share of the cost of a service which gives value to his property. Insurance of contents of buildings is not compulsory. Insurance companies are graciously permitted to compete with the municipality. Any municipality may be exempt if it chooses to be.

This, in brief, is the scheme of men who "can not see why fire insurance should not be administered at as small a cost as life insurance, and who profess to be surprised and indignant because "the companies appear to be worked in the interests of themselves and not of the people."

More sensible than that fool in Toronto with a similar municipal insurance scheme, the Invercargill committee recognizes that "insurance by towns singly is out of the question." Colonial Secretary Ward joyfully seizes upon this admission as ground for insurance by the state. It is a pleasing prospect for an ambitious politician. Think of the fat places for friends and co-manipulators of "the machine"! Think of the additional office-holders, adjusters, valuers, inspectors, administrators, working at the polls for the re-election of faithful servants of the people!

Perhaps the municipal fire insurance experiment will be tried somewhere some day, in obedience to the clamor of foolish men urged on by designing politicians. We do not know of any other place than New Zealand where we should prefer to see the experiment tried. Our people will learn a wholesome lesson at the expense of the New Zealanders.

If the municipal league scheme is undertaken we shall confidently predict its failure and the embarrassment of claimants. The cost of insurance under the municipal plan will probably increase,

for any possible saving of expense will be more than equaled by increased fire losses. Municipal insurance will promote incendiaryism and excessive damage claims. The claimant with a political "pull" will be able to obtain extravagantly liberal settlements, and many incendiary fires will by official connivance remain undetected.

Municipal insurance will seriously affect the business man's credit, because his indemnity in case of fire is not first class. Conflagrations will wipe out reserve funds, and delay the payment of losses until the slow machinery of the municipal league or the state can raise the money by special acts or by the creation of a new reserve fund.

Municipal insurance, such as contemplated by the Invercargill League, may effect real estate transactions, both sales and loans, for compulsory insurance in an association affording inferior indemnity is not acceptable security for capitalists who lend money on improved city property or who may wish to invest money in the purchase thereof.

Modern Woodmen.

This alleged fraternal society is crafty, as shown by a suit in an Illinois court to recover \$3,000 on a certificate on the life of J. F. Shaw, of Joliet, Ill., who was recently killed. Shaw had been accepted by the camp, and had paid his admission fee, but some ceremony had not been performed, and the "fraternal" society refuses to pay the claim.

In another case, the Modern Woodmen humbug is sued by an ex-member for several thousand dollars damages. He was painfully and seriously injured in the course of some fools' ceremony, and will be maimed for life. To enable the new member to properly comprehend some beautiful truth, he was tossed high in a blanket, if we remember correctly.

"GOD bless the rich corporations, the poor people can steal," was the title of a paper read at the recent meeting of representatives of farmers' mutual insurance companies.

Manhattan Life Examination.

From the New York state insurance department, of date the 8th February, comes the report of the official examination, some weeks consuming, of the Manhattan Life Insurance Company. The figures are of the company's condition on June 30, 1895, showing \$14,013,972 assets and \$938,718 surplus. The report of Examiners Keeper and Coleman has received the full and careful consideration of Insurance Superintendent Pierce and meets with his hearty approval. The examination was thorough, and the report is satisfactory, though of course the company's own figures, thus verified, were equally satisfactory. The Manhattan Life has the honor to include and the pleasure to announce among its policyholders such names as those of the president and ex-president of the United States, and Cornelius Vanderbilt, John Wanamaker, Russell Alger, Dr. Talmage and other distinguished men.

Australia.

R. Manfield Taylor has been appointed inspector of agencies for the Scottish Union and the Caledonian.

The eighteenth annual report and balance-sheet of the Mercantile Mutual Fire Insurance Company shows a balance at credit of profit and loss account of £13,280, which the directors have applied as follows: To bonus at the rate of 20 per cent. on premiums divided between policy-holders and shareholders, £8,478, and to amount carried forward, £4,801.

The Deniliquin fire brigade has "struck." It wants two years' back pay.

Coast Losses by States.

Elsewhere we print a table of insurance paid on the Coast last year in the several states, as reported to the COAST REVIEW. Only California and Utah report increased losses.

We venture to estimate the average ratios of losses to premiums as follows:

Oregon, 42 per cent. Washington, 64 per cent. Idaho, 45 per cent. Montana, 35 per cent. Nevada, 40 per cent. Utah, 50 per cent. Arizona, 22 per cent.

February Fires.

WASHINGTON.

6. Centerville, dwg and furni: Phoenix, Hartford	\$700
9. Goldendale, fr barn: Phoenix, London	\$700
13. Kittitas co., dwg: Magdeburg	\$1,000
4. Port Angeles, dwg and conts: American, Pa	\$1,000
11. Port Townsend, barn and conts: Continental	\$900
24. Sydney, pottery factory and conts: North German	\$2,500
Home Mutual	2,500
Home, N. Y.	2,500
Liverpool & London & Globe	2,500
Lion	2,500
27. Spokane, conts dwg: American Central	\$800
26. Spokane, dwg: Prussian National	\$600
7. Spokane, dwg: Aachen & Munich	\$740
6. Seattle, steamer: Connecticut	\$2,000
22. Seattle, railroad property: Hartford	\$500
5. Snohomish co., barn and conts: Phenix, Brooklyn	\$2,200
27. Snohomish, fr dwg and conts: Liverpool & London & Globe	\$800
10. Spokane, dwg and conts: Phenix, Brooklyn	\$500
5. Tucker, fruit and dryer: British America	\$1,200
25. Tacoma, fr dwg: Liverpool & London & Globe	\$2,500
28. Tacoma, stock and fixtures: Palatine	\$500
10. Tacoma, fr dwg and conts: Hartford	\$4,000
25. Tacoma, br bldg: Hartford	\$500
14. Tacoma, dwg: Firemans Fund	\$1,000
—, Tacoma, dry kiln: Royal	\$1,000
—, Tacoma, stock shingles: Firemans Fund	\$1,000
26. Tacoma, fr dwg and conts: Atlas	\$550
Milwaukee Mechanics	700
—, Willapa City: Westchester	\$500
17. Walla Walla, bldg and conts: Lion	\$800
Losses under \$500	\$9,172
Total Washington	\$48,662

*
OREGON.

4. Clackamas co., hop house: Scottish Union & National	\$600
—, Camas Valley, mill and machinery: Westchester	\$800

26. East Portland, fr dwg and conts: Phoenix, Hartford	\$1,000
1. Elgin, fr dwg and conts: Phoenix, Hartford	\$650
11. (Nov.) Grant's Pass, conts dwg: Firemans Fund	\$1,000
17. La Grande, fr bldg and conts: Phoenix, London	\$500
—, Portland, dwg: Alliance	\$600
27. Salem, boarding house and conts: Commercial Union	\$2,700
28. (Jan.) Sherman, dwg, barn and conts: Firemans Fund	\$550
Losses under \$500	\$3,814
Total Oregon	\$12,811

COLORADO.

18. Chandler, dwg: National, Hartford	\$2,000
1. Denver, warehouse: National, Hartford	\$565
1. Denver, furniture, fixtures and stock: North-German	\$1,050
13. Greeley, br bldg and gen'l mdse: North-German	\$2,134
Lion	820
North British & Mercantile	\$1,000
Firemans Fund	1,639
Palatine	820
18. Greeley, dwg: National, Hartford	\$750
20. Pueblo co., dwg: Alliance	\$1,000
27. Trinidad, machinery, etc.: Palatine	\$500
12. Trinidad, dwg and furni: Firemans Fund	\$583
Losses under \$500	\$2,368
Total Colorado	\$15,229

MONTANA.

21. (Jan.) Helena, planing mill: Hanover	\$1,000
31. (Jan.) Livingston, opera house: North British & Mercantile	\$ 975
Scottish Union & National	1,125
Orient	1,125
29. Miles City, fr dwg: Sun Ins. Office	\$500
Losses under \$500	\$1,528
Total Montana	\$6,253

ARIZONA.

10. Phoenix, dwg and conts: Phoenix, London	\$1,200
German-American	500
10. Prescott, general mdse: Union, London	\$700
Losses under \$500	\$680
Total Arizona	\$3,080

NEW MEXICO.

10. Randus of Tavis, flour mill:	
Scottish Union & National	\$2,250
National, Hartford	1,500
Losses under \$500	\$285
Total New Mexico	\$19,35

UTAH.

20. Ogden, fr slaughter house and stock of meats:	
Royal	\$ 800
Home, N. Y.	2,000
Union, London	500
24. Weber co., dwg and conts:	
American, Pa.	\$5,400
Losses under \$500	\$3,114
Total Utah	\$11,814

BRITISH COLUMBIA.

8. New Westminster, mdse:	
Etna	\$4,500
Losses under \$500	\$57
Total British Columbia	\$4,557

IDAHO.

26. Oneida co., farm property:	
Continental	\$600
Losses under \$500	\$811
Total Idaho	\$1,414

WYOMING.

Losses under \$500	\$61
------------------------------	------

NEVADA.

Losses under \$500	\$368
Total outside territory	\$105,287

CALIFORNIA.

28. Brooklyn tp., residence:	
Home Mutual	\$1,800
7. Broderick, Yolo co., conts dwg:	
Atlas	\$800
24. Butte co., dwg and conts:	
American, Pa.	\$1,170
13. Chico, farm implements:	
Liverpool & London & Globe	\$1,261
19. East San Jose, dwg:	
Atlas	\$615
25. Fresno co., farm prop:	
Continental	\$600
5. Fresno co., farm dwg:	
Phoenix, London	\$672
10. Fresno co., dwg and conts:	
Lancashire	\$700
27. Fresno, dwg and furni:	
Palatine	\$335
8. Golden Gate, saloon bldg:	
Home Mutual	\$500
23. Grass Valley, fr dwg and conts:	
Phoenix, Hartford	\$1,200
— Humboldt co., farm prop:	
Continental	\$1,000

27. Humboldt co., shingle mill and machinery:	
Firemans Fund	\$2,100
— Humboldt co., dwg:	
Royal	\$800
16. Humboldt co., dwg and conts:	
Ins. Co. North America	\$2,000
15. Los Angeles, paints, oils, etc:	
Continental	\$500
14. Los Angeles, railroad bldg:	
Helvetia	\$5,40
26. Los Angeles, dwg:	
Manchester	\$4,540
— Los Angeles, dwg and conts:	
Firemans Fund	\$2,055
8. Los Gatos, dwg:	
Royal	\$500
17. Mission, San Jose, bldg:	
Milwaukee Mechanics	\$750
Firemans Fund	750
9. Merced co., fr barn:	
Manchester	\$900
18. Nevada City, fr dwg and furni:	
Phoenix, Hartford	\$900
— Oakland dwg:	
Firemans Fund	\$1,194
19. Oakland, fr dwg and conts:	
Hartford	\$1,875
27. Oakland dwg:	
Helvetia	\$818
26. Orland, genl mdse:	
Hartford	\$3,153
3. Placer co., farm property:	
Continental	\$900
11. Pasadena, dwg:	
Northwestern National	\$600
25. Pasadena, dwg:	
American, N. J	\$900
29. Pasadena, household furni:	
Hanover	\$419
17. Riverside, fruit packing house and conts:	
Northern	\$500
Liverpool & London & Globe	3,500
Etna	695
Hartford	2,500
24. Riverside, dwg:	
Atlas	\$600
23. Red Bluff, dwg and furni:	
Palatine	\$600
29. Stockton, stock mdse:	
Palatine	\$750
Caledonian	750
— Stockton, stock clothing and trimmings:	
Atlas	\$900
28. Stockton, bldg and conts:	
German-American	\$500
Phoenix, London	500
Commercial Union	1,400
Phoenix, Hartford	773
2 Sebastopol, fr dwg:	
Commercial Union	\$1,155
Sonora, stock of wheat:	
Commercial Union	\$1,000
14. Solano, barn and contents and dwg:	
Firemans Fund	\$600
Magdeburg	1,260

21. San Jose, oils:	
Phoenix, Brooklyn	\$800
12. San Bernardino, dwg and conts:	
Norwich Union	\$1,500
Santa Cruz, fr barn and conts:	
Phoenix, Hartford	\$822
25. Stanislaus co., fr barn and conts:	
Home, N. Y	\$1,500
13. Sacramento co., fr dwg:	
Hartford	\$600
19. (Jan.) Sacramento, fr dwg:	
Germania	\$1,383
8. Santa Rosa, dwg, barn and conts:	
Firemans Fund	\$520
Santa Clara co., dwg and furni:	
Firemans Fund	\$3,000
14. Tulare co., barn and conts:	
Phoenix, Brooklyn	\$1,010
27. Ventura co., dwg:	
Phoenix, Brooklyn	\$1,500
11. Ventura co., farm property:	
Continental	\$1,000
8. Ventura co., dwg and barn:	
Lancashire	\$2,512
27. Warren Creek, sawmill:	
London & Lancashire	\$1,000
12. Wilmington, fr dwg and conts:	
Liverpool & London & Globe	\$700
Losses under \$500	\$21,674
Total California, San Francisco Ex.	\$99,337

SAN FRANCISCO.

27. Carpets and furniture:	
Imperial	\$1,875
Lion	1,875
New Zealand	937
Liverpool & London & Globe	2,000
Aachen & Munich	750
Northwestern National	750
Franklin	750
Williamsburg City	750
Fire Association	750
Ins. Co. North America	750
Transatlantic	1,000
Phoenix, London	750
Phoenix, Hartford	1,500
Milwaukee Mechanics	750
Hamburg-Bremen	1,125
Caledonian	650
Manchester	650
Total	\$18,212
21. Hardware:	
Aachen & Munich	\$ 500
London & Lancashire	500
Franklin	1,000
Union, London	2,206
21. Brush willow-ware store:	
Alliance	\$1,250
20. Store building:	
London & Lancashire	\$1,200
Stock:	
Westchester	\$1,480
Buildings and machinery:	
Westchester	\$1,250

21. Copers stock and machinery:	
Lancashire	\$330
17. Barn and contents:	
Continental	\$1,000
29. Glass works:	
Continental	\$750
21. Frame bakery:	
Hanover	\$1,000
Sun Ins. Office	1,150
24. Brick building and contents:	
Phoenix, Brooklyn	\$453
American	680
Pennsylvania	412
Svea	350
9. Frame dwelling:	
Fire Association	\$1,206
21. Fr dwelling:	
Germania	\$1,000
23. Frame wood preserving establishment:	
Phoenix, Hartford	\$1,250
Manchester	1,000
Caledonian	1,000
Scottish Union & National	750
Union, London	800
21. Stock of brooms:	
British America	\$500
22. Building:	
Palatine	\$567
27. Building:	
Palatine	\$1,250
Northern	1,250
20. Frame building:	
London	\$1,500
25. Glass works:	
Royal	\$800
22. Stock of boots and shoes:	
Sun Ins. Office	\$1,675
Losses under \$500	\$5,418
Total San Francisco	\$53,779
Total California	\$153,116
Total Pacific Coast	\$258,403

Losses by Companies.

American. Pa.	8,672
American Central	927
Aachen & Munich	1,990
Ætna	2,400
American, N. J.	1,143
Atlas	4,322
Alliance	5,087
British America	4,758
Commercial Union	6,841
Caledonian Union	2,898
Continental	8,439
Connecticut	2,188
Firemans Fund	18,656
Fire Association	2,693
Firemens, Baltimore	418
Franklin	1,750
Germania	2,383
German-American	1,384
Home, N. Y.	8,768
Hartford	14,290

Hanover	2,785
Home Mutual	5,499
Helvetia	1,414
Hamburg, Bremen	2,361
Imperial	3,240
Insurance Company of North America	3,632
Lion	5,451
London and Lancashire	8,369
Lancashire	3,572
London	2,204
Liverpool & London & Globe	14,732
Milwaukee Mechanics	3,400
Magdeburg	2,882
Manchester	8,499
North British & Mercantile	1,075
Norwich Union	1,857
New York Underwriters	455
North-German	6,731
National, Hartford	5,779
Northern	2,221
New Zealand	2,330
Northwestern National	2,170
Orient	1,207
Phoenix, London	5,118
Providence, Wash.	454
Palatine	7,978
Pennsylvania	819
Phoenix, Hartford	10,168
Prussian National	1,257
Phenix, Brooklyn	8,186
Queen	735
Royal Exchange	545
Royal	5,973
Svea	1,365
Sun, London	4,324
Scottish Union & National	5,639
St. Paul	1,071
Springfield	815
Transatlantic	2,618
Union, London	4,606
Westchester	4,655
Williamsburg City	750
Western	25

Los Angeles Local Board.

Organizer Richards succeeded in putting together a local board in Los Angeles, Cal., with the hearty co-operation of the local agents. The officers are R. G. Lunt, president; F. A. Walton, vice-president; L. F. Vetter, treasurer; not chosen, secretary; executive committee, E. C. Silent, C. C. Hawley, W. T. Whitaker; grievance committee, W. J. Broderick, J. T. Griffith, W. A. Bonynge. Constitution and by-laws were adopted, which, with one or two changes, will be satisfactory to all concerned. The matter of compensation is still an obstruction, but it is not doubted that this objection will be met by the yielding of those who hold special contracts. A moderate commission with good premium rates is far better than a high commission with rates cut to nearly nothing.

The constitution of the local board defines a solicitor as "a person who devotes his entire time to the procuring of applications for fire insurance and who depends principally upon such business for his livelihood." A special agent is declared to be such "only when he is employed at a stated compensation in visiting the different agencies" of, "or in adjusting losses for," his employer. The local agent must have an office in the city, and his partner, if any, must have the same office and share proportionally in all the business of the agency.

Penalties of violation of any of the provisions are a fine not exceeding \$100 for the first offence, and prohibition of writing for one year on any risk obtained by such violation; and for the second offence a like fine (the amount of the required deposit) and expulsion.

Marine Notes.

The majority of our marine underwriters are not jubilant over their 1895 operations. In fact, some have a "deep blue feeling" over their results. This is not due to any unwise competition nor to any lack of judgment on the part of underwriters; but, to the contrary, the losses paid and incurred were in most cases on that class of business eagerly sought after by many at any rate and almost under any condition. It is extremely unfortunate that these so called desirable A. 1 risks—printed either in black or red—should B. 2 unfortunate for those who manage their agencies by mail or wire, and who govern their operations on this Coast from distant lands.

Our local companies and many of our agencies have and will continue to make money in our marine business, as long as those who, "to the manor born," have a full knowledge of our Coast business, and who know our vessels, owners, captains, trades, seasons, etc., in fact all the necessary information that is bound to make a successful underwriter.

On last year's business, and we may say for many past years, our companies have made more money on so-called old tubs than on steamers or sailing vessels under ten years old. Yet only a few companies will write on the former, as the "powers behind the throne" from a long distance off judge them to be only fit for the "bone-yard," and any offer for insurance thereon is looked upon as an attempt to take advantage of the local representative.

In looking over the marine premiums of last year and the losses paid thereunder, the Eng-

lish companies show up well, due no doubt to the small losses on our wheat, salmon and lumber cargoes, foreign bound, the insurance on which is controlled by them through Liverpool influence and English banks.

Evidently the marine business of our Coast is decreasing very rapidly, for in 1891 our companies took in premiums \$2,004,275, with losses on same of \$763,350—or 38.2 per cent., and last year only \$1,249,316 with \$887,761, losses paid, or 71 per cent. Add to this agency commission, expenses, salaries, etc., and outstanding losses unpaid or resisted, there remains little profit, if any, for our marine friends.

* * *

On February 26th the Association of Marine Underwriters had their annual meeting at the board rooms on California street. The meeting was called to order by President Hooper. The election of officers to serve for the ensuing year resulted in—President, L. Rosenthal; vice-president, A. H. Small; secretary and treasurer, H. Houseworth.

The retiring president (Hooper) congratulated the members of the association upon the benefits derived from their quarterly meetings, at which many interesting subjects of importance to insurers were discussed. Attorney Charles Page then read a valuable paper on "The Cause and Effect of the Harter Act," followed by H. Stephenson Smith on the "Unseen Hazard." The San Francisco policy was well presented by marine adjuster W. C. Gibbs. H. L. Read gave the members some of his personal experience on "A Little of Mexico," and W. H. C. Fowler gave a history of "The Association of Marine Underwriters," discussing its past, present and future.

The meeting then adjourned until 7 p. m. for the annual banquet, at which L. Rosenthal presided. After the dinner, which, as usual with our marine men, was an enjoyable affair, President Rosenthal made a lengthy and spirited address to the members, and then called for the following toasts which were ably responded to as follows:

The President of the United States, by E. L. Woods; The Association of Marine Underwriters, by Charles Page; International Yacht Races, by Commodore J. Gutte; The Board of Marine Underwriters, by W. J. Dutton; Marine Adjusters, by H. Durbrow; The American Navy, by Col. N. T. James; Marine Surveyors, by W. C. Gibbs; Puget Sound Agents, by F. S. Butler; The Ladies, by E. Alexander.

J. B. Levison, with his well-known ability and talent as an amateur, gave a solo on the

flute, which was much appreciated, and he was compelled to respond to the encores.

Among those present at the dinner were Messrs. Rosenthal, Small, Houseworth, Dutton, Page, Frank, Fowler, Smith, Newell, De Ruyter, Taylor, Gutte, James, Fritschie, Baggs, Alexander, Levison, Bates, Butler, Shimon, Patterson, Hooper, Durbrow, Gibbs and Read.

Continental Affairs on the Coast.

General Manager DuVal of the Continental has received an acquisition, to both his office and field force, in the person of Ralph J. Hirsch, who comes to the Coast from the Chicago department. Mr. Hirsch has been in the employ of the Continental for over ten years, and will render valuable assistance in this field.

The company expects to occupy its own building, on the northwest corner of Sansome and Pine (the old Pacific Bank property), sometime in April. The Continental will put the building in first-class order and occupy the entire first floor, renting the two upper floors.

The corner purchased by the company for its Pacific Coast home is one of the best locations for insurance purposes that could be selected. The northwest corner is the sunniest corner, and the location is the heart of the insurance and banking district. A considerable advance has been offered for the site, but it was bought for a home and will probably eventually be improved by the erection of a modern fire-proof office building. The investment of so large a sum of money as \$130,000 for permanent headquarters on the Coast by the Continental indicates staying qualities and financial strength of the first order. It also shows confidence in the growth and permanence of real estate values in San Francisco.

OUR EXCHANGES. The *United States Review* owes the *COAST REVIEW* an apology for meanly measuring it by its own standard. It defends a man who dares not defend himself, and imputes its own unworthy motives to an independent contemporary. We are not now surprised that the proprietor of this Philadelphia paper finds service as a legislator congenial work, and goes to Sackville as often as possible. Why does *Black & White* talk "with" fire insurers who neither hear nor see the "talk"?—The English insurance papers have been intensely war-like in discussing the Venezuela affair. That is because they are not really insurance journals. Our English cousins, we grieve to say, have betrayed an excitability like that imputed to the mercurial French.—Nast is drawing cartoons for the new *Observer*, which moves nasty *Insurance* to say a nasty thing.

New England Mutual Life Insurance Company.

THE MASSACHUSETTS INSURANCE DEPARTMENT
FINDS NOTHING TO CRITICISE.—THE COM-
PANY'S FIGURES ARE CORROBORATED.—LARGE
GAINS IN ASSETS AND SURPLUS LAST YEAR.

Insurance Commissioner Merrill of Massachusetts has just completed an examination of the New England Mutual Life Insurance Company, in compliance with a law requiring triennial examinations of insurance companies organized under the laws of the commonwealth. He says:

"The result corroborates the statement of items and every claim to property set forth in the annual statement of the company."

"The policy reserve amounts to more than ninety-nine per cent. of the entire liabilities of the company."

"The company is in a position which commands the respect and admiration of the insurance community."

"The internal administration of the company leaves nothing to be desired. The department has found nothing to criticise."

The commissioner finds \$25,297,583 assets. The policy reserve, computed from registers in the state insurance department, is \$22,916,493; other liabilities are nominal. The surplus is \$2,147,739. Assets gained over a million last year; surplus gained over \$100,000, keeping pace with increased growth of business. New business written gained several hundred thousand.

The verification of a company's figures in all details by a pains-taking and conscientious insurance commissioner like George S. Merrill is a compliment to the management, and is additional evidence of the thoroughness of the system regulating the handling of the company's affairs. The present condition of the New England Mutual Life Ins. Co., and the record of fifty-two years' successful existence, may well have called forth Commissioner Merrill's commendation of the ability and faithfulness with which

the officers have fulfilled the trust imposed on them by the policyholders.

The New England Mutual has long been successfully represented on the Coast by Henry K. Field. Last year was not favorable to the life insurance business in California, but Mr. Field increased the new business and insurance in force in his company.

Employers' Liability Compact.

Representatives of the casualty companies—employers' liability and plate glass—met in New York a few days ago and formed a compact, to go into effect April 1. A bureau of information, statistics and arbitration has been established. Policies and rates will be uniform. The liability reserve should be definitely settled by some fair agreement, and legislatures will then enact the same. A pending bill in New York requires a reserve of \$35 for every accident reported and not settled by release, and for every accident on which suit is brought and not settled by release, \$350 must be included in the reserve. This sum, or something like it, will be required for expense of litigation and to meet possible adverse judgments.

The Hawaiian Islands.

General Agent Callingham returned last week from the Hawaiian Islands, whither he had gone to introduce the Scottish Union & National. He returns with very favorable impressions of the Islands and the people. Hawaii is prosperous. Business prospects were never better. The sugar-cane crops are the largest ever known. At least 200,000 tons of sugar will be exported, which at present prices will bring \$17,000,000. Coffee interests are developing rapidly. Coffee culture is now believed to be a success. The results will be small farms and large gains in population. Mr. Callingham joins in the general chorus of praise of the hospitality of the people of the Islands. Every courtesy was extended him, and his visit was thereby made specially enjoyable.

Honolulu, Mr. Callingham says, is an "up-to-date" city, with good streets, ice

factories, cold storage and electric light plants. The fire protection will compare favorably with any American city of 25,000 population. Water supply is good, and mains range from 2 to 15 inches. The chief engineer, Jas. H. Hunt, a competent man, is of opinion that the department can successfully combat almost any possible fire. Few buildings exceed two stories in height.

Fire premium receipts from Island business last year footed up \$144,000. Some twenty-five agents and thirty companies take care of this business.

Mr. Callingham appointed John S. Walker representative of the Scottish Union & National for the Islands. Mr. Walker's local agency, which is about the largest in that field, succeeds that of Mr. Walker Sr., who was engaged in the business for twenty years.

Failure of United Brethren Mutual Aid Society.

It was expected and predicted. We need mention it only because the failure has its moral applicable to all fraternal insurance society.

The United Brethren Mutual Aid Society of Pennsylvania—the oldest and most honorably managed society of the kind in the United States—is in the hands of a receiver. The COAST REVIEW predicted it; the society's rapid decline made the event plainly unavoidable.

Twenty six years is a good old age for a society of that kind. Only exceptional good fortune will enable any like it to live a year longer.

Twenty years ago the death rate in the United Brethren Mutual Aid Society was only 9.10 per thousand, costing \$9.10 per \$1,000 insurance, besides dues. Five years later it was 19.20; ten years later, 34.90, and the membership had fallen from 14,032 in 1878 to 8,943 in 1884.

Still, despite all considerations of duty and church fraternity, the members continued to desert the society. In 1889 only 5,949 of the faithful, and the death rate increasing! In 1892 it was 47.40; \$47.40 per \$1,000 insurance! A slight increase in membership in 1893. Wonder-

ful credulity! or was it conscience-stricken members returning? But in vain: the burden was too heavy.

Only a part of the losses already incurred will be paid. The older folk and the otherwise impaired lives will be left without the possibility of other insurance protection; and widowed claimants must accept partial payments.

The members of the Ancient Order of United Workmen, Modern Woodmen, Foresters, Chosen Friends and similar societies should take warning from this failure.

Retaliation.

The legislature of New York passed a retaliatory insurance bill, and Gov. Morton's signature has made it a law. The bill provides that when any foreign country refuses to admit any New York company able and willing to comply with any "reasonable laws" of such foreign country, then the insurance superintendent shall cancel the authority of any company of such country to transact business in New York, and thereafter refuse to grant such authority until his certificate of solvency of a New York company shall have been duly recognized by the government of such foreign country.

The bill was called forth by the refusal of the Prussian authorities to license the three giant New York life offices. "To take no notice of the exclusion of our companies," said the governor, "would imply lack of patriotism and self-respect on the part of our people." He thought the bill would have no retroactive effect, but Supt. Pierce thought otherwise and immediately canceled the certificates of the several Prussian companies. Manager Letton, of the Prussian National, is specially complimented on the manly but ineffectual fight he made against the bill.

It now remains to be seen what effect this retaliatory legislation will have abroad. Here the only effect will be to exclude the offending foreigners from a state which they enter chiefly for the prestige of its certificate of deposit, or for the convenience of its chief city as head-

quarters. The new law can be evaded by the incorporation of the American branch, if deemed worth the while.

National Life Insurance Company of Vermont.

LARGE GAINS IN EVERY DEPARTMENT LAST
LAST YEAR PROSPERITY AND PROGRESS.

This year we are able to give the figures of the National Life Insurance Co. of Montpelier, Vt., a little earlier than usual. The details the reader will find elsewhere in this number of the COAST REVIEW. The totals are as follows:

Assets	\$12,147,753
Liabilities Reserve	\$10,615,280
Miscellaneous	\$9,695
	10,704,975
Surplus (4 per cent. basis)	\$1,442,778
Income	\$3,209,474
Disbursements	2,233,761
Insurance written in 1895	\$15,808,053
Insurance written in 1894	14,769,916
Insurance in force Dec. 31, 1895	\$69,723,643
Insurance in force Dec. 31, 1894	64,975,950

This is the forty-sixth annual statement of the National Life, and it is an exceedingly creditable one. The past year has not been favorable for life insurance nor for business generally, but this well managed Vermont company has made gains in assets, surplus, income, new business and insurance in force.

The company's figures for the year ending December 31st have the additional and official confirmation of the secretary of state and the state treasurer of Vermont. These gentlemen examined the affairs of the company and verified its schedule of assets by examining the securities represented therein.

The reader may himself ascertain the superior character of the investments of the company by examining the items. Over five-sixths of the assets are invested in federal, state and other first-class bonds, and loans thereon and first lien mortgages. These investments make a strongly favorable impression on the minds of careful business men, who habitually take into consideration security.

The policies of the National Life are extremely liberal, leaving nothing to be

desired in this respect. They provide every form of protection, and confer special "rights" of rearrangement.

Manager Stolp of the Pacific Coast department was not daunted by the hard times, and he is able to report an increased amount of new business and a gain in insurance in force in this field.

California Assessment Insurance Written.

As pointed out in the January COAST REVIEW the assessment companies generally, the Fidelity Mutual, Covenant Mutual, Mutual Reserve Fund and Northwestern Masonic particularly, lost heavily in new business written in 1895 compared with 1894. Following is a comparative table:

	Written 1895.	Written 1894.
Bankers Alliance, Los Ang.	\$6,733,750	\$2,048,750
Bankers Life, Des Moines	438,000	1,008,000
California Mut. Ben.	1,005,473	...
Connecticut Indem.	203,900	172,500
Covenant Mutual, Galesburg	448,500	1,069,750
Fidelity Mutual Aid	179,600	119,200
Fidelity Mutual Life	719,000	2,903,500
Hartford Life & Acci.	165,000	564,000
International Indemnity	160,700	...
Mutual Indemnity	13,640	368,825
Mutual Reserve Fund	569,000	6,844,150
National Life	131,500	338,250
New England Mutual Acci.	167,850	237,700
Northwestern Life, Minn.	183,000	...
Northwestern Masonic	584,500	9,445,000
Pacific States	507,500	...
United Life	28,500	...
	\$12,230,413	\$31,281,375

Life and Casualty Paragraphs.

NOW IT is the Kansas Mutual Life Insurance Company, instead of "Association."

T. HOWARD LEWIS, representing the Albany agency of the Mutual Life of New York, has "broken the record." His ratio of new business compared with his quota was 190 per cent. in 1894 and 443 per cent. in 1895.

THE anti-rebate commission, ex-Gov. Russell of Massachusetts referee, has nothing to do. So there is no rebating in life insurance in the East? How delightful!

THE Phoenix Mutual of Hartford did well last year.

THE Massachusetts Mutual Life made large gains last year. A large percentage of its new business stays. The policyholders are satisfied.

THE childlike and bland editor of *Insurance* imagines that there are insurance folk who will believe that a weekly, which was converted from a bitter enemy to a warm friend of the Mutual Reserve Fund, refused an offer of \$4,000 for its support of an alleged effort to "down" the president of one life company in the furtherance of the ambition of the president of another.

THE Mutual Benefit Life Association of New York, dead humbug, left \$110,000 funds where the officers couldn't get hold of them. The receiver wants them, and so do the folk with a half million of claims. The funds really belong to the living certificate-holders. This New York fraud died in spite of the silence of the insurance press which like *Insurance* keeps warm and fat beneath the sheltering wing of the Mutual Reserve Fund. In justice to *Insurance*, however, we should add that that weekly was the persistent foe of Kent and his name-stealing scheme, wherefore our amazement is in no wise diminished to this day.

POPE LEO XII has issued a decree defining the four conditions on which Roman Catholics may continue to belong to fraternal beneficial societies, to-wit: First, if the member joined before such societies were condemned; second, if he pays his dues merely to preserve the benefits accruing therefrom, and abstains from association or commingling with the society; third, that the renunciation must entail on himself or family a serious loss; fourth, there must not be any danger of loss of faith, especially with regard to the circumstances of sickness or death, and every possibility of funeral rites foreign to the Roman Catholic ritual must be removed. Otherwise, membership in these societies by members of the church will not be tolerated.

THE Mutual Life leads in new business in its home state for 1895.

THE Provident Savings is writing an increased amount of new business.

THE Germania Life increased its insurance in force at home and at large last year.

IS THE MAD race of the giants over? Are the younger brothers at last content that the elder shall be first?

Coast Fire Insurance Situation.

Again, with regret, we must report little progress toward the completion of a compact by the fire underwriters of San Francisco. Several of the principal offices can not unite with the large majority in signing the constitution already framed; but, happily, hope has not been altogether abandoned.

The situation, as outlined in our last number, has undergone little change. The Westchester has since signed, but the others "make no sign." Meantime the "war" continues in California wherever there are no local boards and some business is left "untied."

The objections offered by Messrs. Belden and Magill and Mullins, however weighty under other circumstances, seem insufficient under existing circumstances to warrant the determined stand taken by these gentlemen or by the management behind them. Every day's delay carries with it a strengthened possibility of greater demoralization and a wider field of disorganization.

In some increased degree, we know, the settlement of this matter has been taken out of the hands of Pacific Coast representatives. We must now look to the home offices for decisive action in favor of organization. Are they prepared for the further consequences of disorganization in this field? May not the strife extend eastward, and break down the conservative barriers of compacts far beyond the Rocky Mountains? Is it probable that companies which can not agree here will long continue to maintain agreements elsewhere on the same questions

which separate them on the Pacific Coast?

Mutual Life Insurance Company of New York.

\$61,647,645 GAIN IN INSURANCE IN FORCE
AND PAID FOR. LARGE GAINS IN INCOME,
ASSETS AND SURPLUS—LARGEST INSURANCE
COMPANY IN THE WORLD.

The Mutual Life Insurance Company of New York has \$221,213,721 assets, of which great sum \$26,866,563 is surplus. Nearly \$17,000,000 was added to the assets in the past year. The total income was \$48,597,430, a gain of nearly \$600,000. At this rate of progress, the Mutual Life's weekly income will soon be a million dollars. The insurance in force is now \$99,074,453, a gain of \$45,000,000 compared with last year's total, but really a net gain of \$61,647,645, since this year's total does not include any of the merely "written" figures, but only the insurances actually written and paid for.

Last year the Mutual Life paid out an average of nearly \$2,000,000 a month to policyholders for death claims, matured endowments, and annuities. The total \$23,126,728 paid policyholders last year is an increase of \$2,037,471 over the similar payments in 1894.

In new business written in 1895 the Mutual Life leads all companies. The figures are not padded either. It was all paid for. The Mutual Life also leads in new business in its home state.

The progress of the Mutual Life in recent years has been wonderful. Here are some sample comparative figures of the company's assets and surplus, showing the yearly progress since January 1, 1890:

	Admitted Assets.	Surplus.
January 1, 1890	\$221,213,721	\$26,866,563
" 1895	204,638,784	22,529,328
" 1894	184,935,690	15,148,268
" 1893	173,193,263	14,321,216
" 1892	158,124,245	10,818,807
" 1891	146,494,180	9,870,622
" 1890	135,638,349	9,443,955

In Pacific Coast business the Mutual Life is in the lead, as in many other sec-

tions of the United States. Here in California, under the management of A. B. Forbes & Son, the Mutual Life ranks first in new policies and amount and premiums, and also first in amount in force. Large gains were made in new business and insurance in force in this state last year, as well as elsewhere on the Coast.

British Columbia.

The provincial legislature is in session and has under consideration a fire insurance policy bill. Mr. Kennedy, with an eye to the main chance, moved to insert a new section compelling companies to pay the face of every policy on a building, machinery or fixtures. Mr. Rithret successfully opposed this mischievous valued policy amendment.

Utah Legislation.

The bills before the new legislature of the new state of Utah, providing for the making of an insurance department and the regulation of the companies, present some evidence of "raw" work. The haste to create a new office seems unseemly, for Utah is very young, and an insurance department is not so pressing a need as to demand immediate legislation, though the pressing need of some patriot out of a job may impress him with the importance of an insurance department in the brand-new state.

The insurance companies would willingly make annual reports to any designated ex-officio insurance commissioner, paying him a modest fee therefor; and they would as willingly contribute some stipulated small and fair percentage of their profits from Utah business, for the support of the state government. No other form of "regulation" is required at present. A regular department, with its superintendent and deputy and clerks and rent and printing and furniture, is an expensive affair; and the cost thereof is really borne by the people, though the companies be primarily assessed. Taxes are always an element of the premium, just as every other necessary expenditure is.

Some ex-insurance man is evidently a candidate for the superintendency: for house bill No. 76 says he must be "experienced in the business of insurance." It is a voluminous bill of some 12,000 words, missing nothing, from fuel for the new office down to the organization of a new assessment company. The author has copied liberally from the California statute book or other. The bill invests the insurance superintendent with some arbitrary authority which is only too likely to be abused. It would be better for the property-owners of Utah if this bill were defeated and a modest substitute enacted, providing for an ex-officio superintendent and a little regulation and a few fees. The substitute suggested implies more favorable rates and equally good protection.

Bankers Alliance of Los Angeles.

PAID-FOR NOTICES IN DAILY PRINTS—EXTRAORDINARY FIGURES—POOR MANAGEMENT.

In all the daily papers in San Francisco this week there appears a complimentary notice of the Bankers Alliance of Los Angeles, comparing the amount of its alleged new business in California with that of several regular life insurance companies. The type is the same as that of the editorial or news department, and there is no other sign to indicate that the "puff" has been paid for by the line. Only a slight variation in the title type announces to the initiated that the "article" is an advertisement, and deserving of no more credit, without investigation, than the "reading" notice of some quack medicine. The proprietors of the San Francisco daily papers do not agree with the veteran editor and proprietor Chas. A. Dana that no advertisement, paid for by the line, should be allowed to appear as original matter.

If anyone credits the Bankers Alliance "puff" in the San Francisco dailies it is because he or she is not familiar with the fact that similar defunct assessment associations received similar seeming editorial endorsement in the same papers, at say

25 cents a line. We recall similar "endorsements" by the San Francisco dailies of the San Francisco marriage endowment swindle, the Occidental endowment fraud, the Home Benefit Life, Bankers & Merchants, the Guarantee multiple robbery, and other assessment associations.

The Bankers Alliance makes a lame attempt to explain away the fact that its alleged new business written in California does not show in the amount in force in California, the latter having declined in volume though nearly seven millions of new business in the state is claimed. The figures, as printed in the February COAST REVIEW, page 71, are taken from the California insurance reports.

In 1894 the Bankers Alliance wrote \$2,048,750 business in California. Receipts were \$133,977. In 1895, \$6,733,750 new business, and California premiums only \$92,547. The average premium per \$1,000 on new business last year, according to the Bankers Alliance's own figures, was about \$2.55. We have been told that the association has been carrying new members six months for nothing, but we were hardly prepared for this evidence of the recklessness of the management. Nearly seven million dollars at risk for less than \$2.55 per \$1,000 of so-called insurance! The average mortality cost for the average age is \$9.00 per \$1,000 insurance; but this "plunging" Los Angeles association undertook to pay expenses and carry this risk for \$2.55 per \$1,000 of insurance and pay all accident claims besides! \$6,733,750 of alleged life *and accident* insurance for \$17,159! The management is either crazy or dishonest.

What sham insurance! What wretched bookkeeping, which the management must confess to in explanation of glaring discrepancies. The statement as printed in the association's own paper shows a large deficit between the amount on hand and expended and the receipts from date of organization.

From Los Angeles comes a trustworthy hint that the Bankers Alliance is in serious trouble. There is something wrong! This association has been writing a great

deal of business on credit, fairly forcing people to take out a certificate on the promise of six months' insurance for nothing. A big liability has been taken on in this way. Nearly all such members will never pay a cent of premium, but some of them will probably die in the six months, and their certificates will become death claims, which the association must meet with the premiums of the old members or confess to insolvency. Is it possible that such extra claims already embarrass the Bankers Alliance and wipe out its little reserve?

Connecticut Mutual Life Insurance Company.

This is the Jubilee Year of the Connecticut Mutual Life Insurance Company of Hartford. It was chartered in May, 1846. The record of the half century is wonderful! The company has received \$187,368,569 premiums from policyholders and has returned to them \$175,912,185 or 93.98 per cent. of the premiums. Total dividends to policyholders, \$54,692,105, or over 29 per cent. of the premiums. Expense of management, 8.74 per cent. of the income. Amount returned to policyholders and their beneficiaries plus assets held in trust for them, \$236,676,205, which is 27.4 per cent. more than the sum paid by policyholders. Interest receipts have been over three times the expenses. Such is the grand record of an "old line" life insurance company.

The fiftieth annual statement of the Connecticut Life Insurance Company presents the following summaries: Assets, \$62,759,766, which is a gain of over half a million, after "writing down" the home office property \$200,000, preparatory to expending that sum for improvements and additions. The surplus is \$7,096,256, a gain of \$220,000. The premium income was \$4,681,429; the disbursements for death claims and matured endowments were \$4,382,390, and \$1,242,948 of the surplus was returned to policyholders. Insurance in force amounts to \$158,042,056, which is a gain of \$1,356,000. The gain in new business was \$1,200,000.

The mortality losses last year were so

far under the "expected" losses of the mortality tables as to give a saving of \$543,155. Increased dividends to policyholders were paid, and a similar increase is announced for 1896.

In this field, the Connecticut Mutual, under the superintendency of A. K. P. Harmon, Jr., made noteworthy gains in new business and insurance in force last year.

California Insurance Decision.

33. California Supreme Court, March 11, 1896.
Joseph Yach v. Home Mutual Ins. Co.

THE COURT SAYS GASOLINE IS USUALLY KEPT
IN COUNTRY STORES."

When an insurance company agreed to insure a stock of merchandise "such as is usually kept in country stores" it was presumed to have known the character of the merchandise which is usually kept in country stores, and that, for instance, gasoline was one of these articles, and, consequently, that its policy covered all such merchandise.

A court has no judicial knowledge of the character of merchandise which is usually kept in country stores, therefore it is competent to offer evidence on that point in such a case for the purpose of enabling it when interpreting the language of the policy to understand the matter to which it relates and the circumstances under which it was made.

If there be any repugnance between a written phrase and a printed clause in a contract, the former controls the latter, as being the more deliberate expression of the contracting parties.

The rule that one who signs an instrument which contains terms of obligation upon himself is not absolved from such obligation by showing that he signed the instrument without reading it, has no application in a case where the instrument signed contains no words of obligation, and the clause invoked against the signer does not purport to be a statement by him or in answer to a question put to him.

Legal Briefs.

34. A general agent of an insurance company

has implied power to appoint sub-agents so that their acts in the solicitation of insurance will be binding on the company.

An insurance agent authorized to accept risks, to settle terms of insurance, and to issue and renew policies is a general agent. *Goode v. Georgia Home Ins. Co. (Va.) 744.*

Chips.

--Some Colorado fire figures on page 88.

--Hawaiian insurance directory just after the "Chips."

The *Standard's* insurance chart, containing original features, seems to have been the first out this year.

--S. C. Pardee, resident manager Fidelity & Casualty Company, is visiting his agents in the Pacific Northwest.

--The *Traps* chart is at hand. The motto "The best is the cheapest" applies to the COAST REVIEW chart as well.

--Minneapolis premiums are 50 per cent. more than those of St. Paul. Premiums in the twin cities have declined about 12 per cent. in two years.

--A few damaged copies of the COAST REVIEW were mailed last month. If you got one notify us, and an undamaged copy will be mailed to you.

--Utah and Montana have been added to the Western department of the Niagara Fire, the company thus re-entering those states. It is reported that President Goodrich will resign.

--Philip S. Bates, Portland agent of the North British, and Clarence F. Briggs, of Portland, superintendent of Coast department of the Standard of Detroit, are in San Francisco.

--A comet is approaching the earth rapidly, and will hit the "protected" towns of California on April 1. This is another reason for reorganization of the compact, for the astronomers do say that the comet gas will ignite and burn wooden towns.

--Dwellings, as a class, are better than other risks, but as there are good and bad in all classes, agents can make an agency profitable only by selecting the best of each class, and, while dwellings are better than saw-mills, a big white-elephant dwelling is not so good as a paying saw-mill. Keep an eye open for white-elephant risks of any class.—*Firemans Fund Record.*

E. W. Scott, retired from the foreign vice presidency of the Equitable Life, arrived in San Francisco last month, from Australia.

--Alfred Stillman of Portland is in San Francisco. Mr. S. reports matters insurancewise all O. K. in the Northwest.

--Assistant Manager Fuller, of the Norwich Union, seems to have an instinctive knowledge of a bad fire hazard. Going to San Diego from Los Angeles last week he forwarded his baggage by the morning train, which arrived safely; but he took passage on the afternoon train, which was derailed and caught fire and was a total loss. Mr. Fuller lost his hat and escaped with a few bruises.

--Agency Consolidation.—At Los Angeles the local agencies of W. J. Brodrick and John T. Griffith & Co. have consolidated under the firm name of Brodrick & Griffith, with office at 234 Main street. The new firm represent the Liverpool & London & Globe, North British, Hartford, Palatine, Manchester, Magdeburg, Travelers, New York Plate Glass and Thames & Mersey Marine. The senior member, Mr. Brodrick, is one of the best known local agents in southern California. He has been in the business twenty-six years.

--The long overdue mail steamer Rio de Janeiro, from this city to China, was about given up for lost. Twenty per cent. reinsurance was offered Thursday morning. In the afternoon she was heard from, and the marine underwriters are happy. Not a great while ago 80 per cent. reinsurance was paid on another long overdue ship. After the contract was made, and while a clerk of the original insurer was crossing the street with the papers, the ship was heard from—safe, too; but the contract was "a go," nevertheless.

--Messrs. Kilgarif & Beaver, California general agents of the Pacific Mutual Life, made an exceedingly fine record last year, writing over a million of new business, and increasing the insurance in force. Their record has been a creditable one from the start as general agents, but last year's business was the best. The business written by this enterprising agency has sticking qualities, and therefore, even in these times, the amount of insurance in force makes steady progress. In California the Pacific Mutual is one of the four companies with over seven millions in force, and with over a million new business, in the state last year.

The St. Paul now accepts sprinklered risks.

Concessions. Rates on Catholic property in Cleveland, O., have been declared off.

—Major Christensen, of the American Central and St. Paul, went to South Riverside last week and harvested his lemon crop.

—Decreased fire premiums last year in Chicago, St. Louis, Cincinnati and Louisville. Heavy losses in the two big pig towns.

—An Iowa adjuster has been sued for \$10,000 damages for having searched the assured's property for goods which he suspected of having been removed.

—E. J. Jolly, special agent with the Atlas Assurance Co., now has charge of Colorado, Wyoming, New Mexico, Montana and Utah, with headquarters in Denver.

—The Munich Reinsurance Co. reports for June 30, 1895, \$5,637,506 assets, of which \$2,500,000 is capital. A profit of \$159,455 was earned during the fiscal year, in the fire department, in addition to \$40,000 in the life and accident department. The net loss in the marine department was \$7,910.

—To the Special Agent.—When you find that the local agent reads no insurance literature, expect him to blunder. If he can afford it, and yet reads not, conclude him too small to be honest. Mark our word, he will quit your company in its debt. We have studied the ignoramous brood, and the choice is twixt blunder and shortage.

—Oakland, Cal., had 109 fires last year, with a total loss of only \$36,707. The insurance companies paid \$34,173, \$24,240 of which was for the Blake Block fire. The last six years' fire losses in Oakland have been as follows, as reported by the chief of the fire department:

1890	\$34,261	1893	\$37,745
1891	69,154	1894	54,478
1892	35,794	1895	36,707

—A correspondent writes us from Denver: "A lengthy correspondence in the *Inter-Ocean* intimates that the Coast specials are here 'looking for trouble.' This is not so. In fact, the Coast department companies are about the only ones in line on commissions and compact rules. The Colorado specials seem to have an antipathy for the Coast men; and if there is any trouble, it will be forced on the Coast men in protecting their business."

—"We Are the People."—\$551,026,515 subscribed for the \$100,000,000 4 per cent. gold bond loan of 1896. Subscribed by the people of the United States—the best life-insured people in the world.

—The war lord of the Missouri insurance department has concluded not to enforce his original interpretation of the retaliatory law against the Prussian insurance companies. They have been re-licensed.

—A short water supply in St. Louis caused the loss of a church. Hose was stretched several blocks. And the New York organ grinds out no such wail as it would if San Francisco had been the place.

—R. H. Putnam has been appointed manager for Ohio of the Union Mutual Life Ins. Co. with headquarters at Cincinnati. Mr. Putnam was for some time engaged in the life insurance business in this state with the Mutual Life of New York.

—120 Bogus Lloyds.—One McAdam has been arrested on a charge of organizing bogus Lloyds fire associations, with charters dated prior to the '92 law requiring \$50,000 deposit. Queer discrimination, this law which requires only \$50,000 from individuals and \$200,000 paid up from a corporation.

—The New Zealand Ins. Co. (Hugh Craig, United States manager), reports for the year ending November 30, 1895, \$2,554,203 assets and \$798,467 liabilities. Capital, \$1,000,000, leaving a handsome net surplus of \$756,000. Premiums were \$1,339,534. The New Zealand paid 13.75 per cent. dividends last year. The year was a prosperous one.

—Inspector Flint of the postal department called at this office last month, in relation to a complaint printed in the *COAST REVIEW*. Mr. Flint easily convinces us that the postal authorities, here and in Washington, are not responsible for the inconvenient hours of mail delivery in San Francisco. The railroad companies, who fix the schedule of train arrivals, are themselves governed by their Eastern connections. If there were an additional appropriation, however—not to be hoped for in these days of bond sales—an additional force of distributors and carriers might deliver one morning mail an hour earlier, instead of two mails together at a later hour. Business men, especially fire underwriters, have ground for complaint under the present time schedule.

—F. W. Voegt is visiting relatives at Cincinnati, O.

—A. P. Sinclair of Salt Lake is spending a few days in this city.

—E. A. Palfrey & Sons now represent the Firemans Fund in New Orleans.

—Received.—Fire Insurance Pocket Index, 1896: Spectator Co., New York. Ten years' figures.

—Wheeler Bros.—Dalton and Horace M.—of Los Angeles, Cal., have been appointed agents of the Aetna Ins. Co. They have handsome offices in the Broadway building. Mr. Dalton Wheeler is one of the best known and most competent local agents in California.

—Charged with the embezzlement of \$6,500, A. O. Pesson, ex-treasurer of the defunct Chalmette Fire, has been indicted by the grand jury at New Orleans. The Chalmette was a wildcat. The stockholders are being sued for the amounts subscribed by them but never paid.

—L. Samuel, of Portland, Oregon, has been appointed manager for Oregon and Idaho of the Equitable Life Assurance Society of New York. Mr. Samuel has been for the past five years a successful special agent of the company in that field, and his promotion is proper recognition of good work done for the society in the past.

—W. Loaiza & Co., general commission merchants and insurance agents, have removed to 220 Sansome street, the old State Investment building. The firm have added to the insurance branch of the business a number of fire and marine city agencies. They now represent the Atlas, Caledonian, American (N. J.), Manchester and Norwich-Union fire companies, and the New Zealand, Austrian Phoenix and the General for marine business, and the Union Casualty and Surety for liability business. The firm have appointed Messrs. Stovel and Theband managers of the insurance department. Both these gentlemen are active young men and well known in insurance and general business circles. Mr. Stovel has been for some time past with the city department of Balfour, Guthrie & Co., and Mr. Theband has for some time looked after the insurance business of W. Loaiza & Co. With the above named companies the firm will be able to handle large lines in both fire and marine business.

The sprinklered Minneapolis elevator, burned last month, was a total loss. If the sprinklers worked, they didn't work hard enough.

—Directors of the N. Y. Bowery have been sued by the stockholders for alleged misconduct. Secretary Patterson is now in South America.

—But It Is Defunct.—For printing his name in an alleged list of embezzlers a jury has awarded Ex-Congressman Glover \$150,000 damages against the late American Casualty.

—The Mutual Fire of New York doesn't want to be considered a mutual, and now the New York insurance superintendent has been persuaded to write that the company is not a mutual.

—Charts. The *Insurance World* chart and the *Investigator* almanac were received simultaneously. Each has attractive specialities. Work on the COAST REVIEW CHART is in progress. It will be issued when the foreign companies file their statements.

—Ed. Hall of Portland was in the city the first of the month. Mr. Hall says if the managers in San Francisco will behave themselves the agents in the Northwest can "hold the fort." Otherwise—well, *otherwise*, if the S. F. managers insist.

—The late Manager Weston of the New Zealand, whose sudden death was recorded in our last book, died on board an ocean steamer en route to Calcutta. As the steamer was a thousand miles from port, the remains of Mr. Weston were committed to the deep. The ship's doctor said there was great nervous prostration, accompanied by fainting fits, followed by "heart failure." The end was peaceful, and the unfortunate Mr. Weston passed away without a struggle.

—Thomas Fox, manager of the Sacramento branch of the Pacific Mutual Life Ins. Co., called on the COAST REVIEW a few days ago. Tom is an excellent life insurance producer, a popular citizen of Sacramento, and is recognized as one of Democracy's leaders up that way. He is a prominent candidate for postmaster at Sacramento, and it is believed he is in the lead of applicants for that position. The COAST REVIEW would like to see Tom Fox get any of the good things in this world that he wants.—P. S. Mr. Fox has been appointed postmaster.

The Svea is extending its agency plant eastward.

A new firm in Denver, Colo., is Collier, Stevie & Large.

A Nebraska bill makes it a felony to cooperate an insolvent company.

Manager G. M. Stolp of the National Life visited "The States" last month.

The Union of London is now in the office of Partels Brothers & Bishop, Denver.

All policies issued by the Farmers' Mutual of Nebraska have been declared invalid.

The *News* of Philadelphia seems to resent the refusal of the COAST REVIEW to swap.

Wonderful "faith" cure are reported in the East. It might work wonders in Pacific Coast fire insurance.

A. H. Huling, recently connected with the *Investigator* and *Insurance Chronicle*, has become editor of the *Argus*, succeeding F. C. Oviatt.

Manager Watt of the Royal and Queen is "swinging round the circle" of Coast territory, visiting his agencies in the Southwest, Rocky Mountains and Northwest, and will return via Portland.

President Herbert Folger, the newly elected president of the Fire Underwriters' Association of the Pacific, has always taken a deep interest in the affairs of the association, and the COAST REVIEW predicts that his administration will close highly creditable to himself and beneficial to the association. An interesting program will be expected at the '97 annual meeting.

A Card From Adjuster Wetzlar.—Indio, San Diego Co., Cal., March 1, 1896. To the Pacific Coast Managers and General Agents of Fire Insurance Companies at San Francisco: Gentlemen—Owing to ill health I have given up the business of adjusting fire insurance losses, and closed my office. I take this method of thanking you, one and all, whether friends or foes, for whatever courtesies you have extended to me in my long and hard practice as a professional adjuster. Should I regain health and strength (which I believe I will), I may, upon my return, probably be able to serve you in a more important capacity. May good luck attend you. Respectfully, A. J. WETZLAR.

—A month has passed without the establishment of a new insurance journal; but two or three dailies have begun insurance departments.

—The Cash Ins. Co. of Pittsburgh has \$160,000 assets, which sum being deemed insufficient, the Cash account is short, and the company will reinsure.

—John M. Crane, of the Eastern department of the Standard, having completed his work of organization, has resigned. The Standard has offered him another position.

—President Moore of the Pacific Mutual has gone East via the southern route and will return in five or six weeks via the Northern Pacific. He will visit the agencies of the company generally.

—The Grocers' Mutual Fire of Pennsylvania is insolvent. An assessment on policyholders will be levied by the courts. Yet there be Pacific Coast grocers and other folk who believe in fire mutuals.

—A Strange Accident.—The *Travelers' Record* says: A Stamford citizen stumbling upstairs over a loose fold of the carpeting his wife was putting down, and fell on the scissors she was holding points up at the top landing, running them deep into his shoulder and causing a severe injury.

—Vice-President Geo. F. Regen and Agency Manager Robt. H. Wass of the Franklin, of Philadelphia, visited California the first of the month. These gentlemen very properly express great surprise, after a rate war lasting a year, our managers are unable to get together and do fire insurance business on business principles. There are others who have expressed themselves the same way. For instance the leading merchants of San Francisco.

—The *Post Magazine Almanac* for 1896 has been received. Published by T. J. W. Buckley, 4 Wine Office Court, Fleet st., London. In brown cloth, one shilling and six pence. From the review of the year we quote: "The worst blot in the foreign field was perhaps the senseless rate-war on the Pacific Coast. The tariff went, and with it common sense. The mischievous practices resorted to there were only equaled by the almost criminal supineness of the head offices at home." This book contains many valuable tables of European companies.

Bernard Faymonville, secretary of the Fireman's Fund, is interviewing some of his agents in the southwest.

J. C. Elliott of New York, domestic superintendent of agencies of the Mutual Life Ins. Co., is visiting the Coast.

Manager Robt. Dickson of the Royal Exchange is looking after the interests of his company in the middle West. Mr. Dickson will probably open agencies in a few of the western states before returning to San Francisco.

Fred E. Richards, president of the Union Mutual Life Ins. Co., is spending a few weeks in California. President Richards is with a party of fourteen who are visiting the state on a pleasure trip. General Agent Leavitt entertained the president and party when in this city.

—General Manager John M. Dove, of the Liverpool & London & Globe, is visiting his United States managers. Secretary Chas. D. Haven of this city has been called East to meet Mr. Dove for conference. Mr. Haven will meet Mr. Dove either at New Orleans or Chicago about the 15th inst.

—President Clark of the Aetna Ins. Co. of Hartford will arrive in Los Angeles about the 15th inst. In company with Special Agent Morrison Mr. Clark will visit the principal towns in southern California, and will arrive in San Francisco about the 20th. President Clark will remain in California several weeks.

—Chas. L. Smith, that popular and successful district agent of the Mutual Life Ins. Co. at Sacramento, was in Frisco last week, where he picked up a couple of good risks, one for \$50,000. Charley has seven counties over which he presides for the Mutual Life, but a small matter of writing fifty or a hundred thousand outside of his territory does not in the least disturb his nerves.

—Manager Chas. McLane of the New York Life, Manager John Landers of the Manhattan Life, General Agent John H. Gray of the Washington Life, Manager Chas. Christensen of the American Central and St. Paul Fire, Ed. Morrison of the Aetna, and the editor of the COAST REVIEW were all in Los Angeles on the same day last month. It is unnecessary to say that the banks and leading merchants closed their doors on that day. It was Washington's birthday.

50th

ANNUAL STATEMENT OF THE

Connecticut Mutual

Life Insurance Company

OF HARTFORD, CONN.

NET ASSETS, January 1, 1895 \$605,510 38 36
Less deduction from Home Office bld'g 200,000 00

RECEIVED IN 1895. \$860,346,398 36

For Premiums \$4,081,129 29
For Interest and Rents 3,097,505 69
Profit and Loss 11,269 10
\$7,793,204 38

DISBURSED IN 1895. \$68,130,602 74

For claims by death and matured endowments \$4,382,390 70
Surplus returned to policyholders 1,242,947 93
Lapsed and surrendered policies 655,978 05

TOTAL TO POLICYHOLDERS \$6,281,316 68

Commissions to Agents, Salaries, Medical Examiners' fees, Printing, Advertising, Legal, Real Estate, and all other Expenses 779,576 43
TAXES 314,688 99
\$7,375,582 10

BALANCE NET ASSETS, Dec. 31, 1895 \$60,764,020 64

SCHEDULE OF ASSETS.

Loans upon Real Estate, first lien \$36,080,328 53
Loans upon Stocks and Bonds 12,300 00
Premium Notes on Policies in force 1,160,955 66
Cost of Real Estate owned by the Company 7,679,481 68
Cost of United States and other Bonds 13,687,057 83
Cost of Bank and Railroad Stocks 389,954 00
Cash in Banks 1,748 851 47
Bills receivable 2,782 50
Agents' Ledger Balances 2,308 77
\$60,764,020 64

ADD

Interest due and accrued \$1,056,582 84
Rents due and accrued 37,588 90
Market value of stocks and bonds over cost 591,834 17
Net deferred premiums 309,739 40
\$1,995,745 31

Gross Assets, Dec. 31, 1895 \$62,759,765 95

LIABILITIES:

Amount required to re-insure all outstanding Policies, net, Company's standard \$54,491,834 00
All other liabilities 1,171,675 52
\$55,663,509 52

Surplus \$7,096,256 43

Ratio of expenses of management to receipts in 1895 10.00 per cent.
Policies in force Dec. 31, 1895, 66,606
Insuring \$158,042,056 00

JACOB L. GREENE President
JOHN M. TAYLOR Vice-President
EDWARD M. BUNCE Secretary
DANIEL H. WELLS Actuary

A. K. P. HARMON, Jr., District Superintendent.
F. R. NOYES, General Agent,

Mills Building, San Francisco.

Insurance Directory of Hawaii.

INSURANCE AGENTS.

Schaefer & Co., F. A. Honolulu.
 Hoffschaefer & Co., Honolulu.
 Bishop, E. F., Honolulu.
 McFarlane, F. W., Honolulu.
 Lose, H., Honolulu.
 Hawaiian Safe Deposit & Ins Co., Honolulu.
 Waterhouse, H., Honolulu.
 Dowsett, J. M., Honolulu.
 Cartwright, Bruce, Honolulu.
 C. Bolte, Honolulu.
 Schmidt, H. W. & Sons, Honolulu.
 Walker, John S., Honolulu.
 Castle & Cook, Honolulu.
 Theo. H. Davies & Co., Honolulu.
 Wilder & Co., Honolulu.
 Bishop & Co., Honolulu.
 Paty, J. H., Honolulu.
 H. Hackfeld & Co., Honolulu.
 Curtis, A. G., Hilo, Hawaii.
 Lobenstein, A. B., Hilo, Hawaii.
 Benvin, E. R., Wailuku, Maui.
 Hofgaard, C. B. & Co. Waimea, Kauai.

INSURANCE COMPANIES.

Ætna Fire, Hartford.
 Alliance, New Zealand.
 Alliance, London. (Cartle & Cook.)
 Alliance Marine & General Assurance Co.
 Atlas, London.
 British Foreign Marine.
 Commercial Union.
 Equitable Life.
 German-American.
 Imperial, London.
 Insurance Co. North America.
 Lion Fire.
 London & Lancashire.
 London & Liverpool & Globe.
 Manhattan Life, New York.
 Mutual Life, New York.
 National Fire, Hartford.
 New England Mutual Life.
 New York Life.
 North German Fire.
 Northwestern Mutual Life.
 Northern Assurance.
 Palatine.
 Prussian National.
 Royal.
 Scottish Union & National.
 Sun Marine.
 Thames & Mersey Marine.
 Transatlantic Fire.
 Wilhelma of Magdeburg.

—The Omaha Fire has gone into the hands of a receiver. It was a note capital scheme.

Thirty-Second Annual Statement of the

TRAVELERS

Insurance Company.

JAMES G. BATTERSON, President.

HARTFORD, CONN., January 1, 1896

Paid-up Capital, \$1,000,000.00

ASSETS.

Real Estate	\$1,725,718 65
Cash on hand and in Bank	1,498,281 50
Loans on bond and mortgage, real estate	5,430,290 17
Interest accrued but not due	190,872 35
Loans on collateral security	1,426,982 42
Deferred Life Premiums	279,301 92
Premis. due and unreported on life policies	265,741 38
State, county, and municipal bonds	3,317,597 12
Railroad stocks and bonds	3,389,302 75
Bank stocks	1,073,414 00
Miscellaneous stocks and bonds	1,227,718 10

Total Assets \$19,425,220 36

LIABILITIES.

Reserve, 4 per cent., Life Department	\$14,431,110 00
Reserve for re-insurance, Accident Department	1,241,692 94
Present value of Matured Installment Policies	330,890 00
Special Reserve for Contingent Liabilities	406,244 08
Losses unadjusted and not due, and all other Liabilities	354,037 58

Total Liabilities. \$16,763,974 60

Surplus to Policyholders \$2,661,245 76

STATISTICS TO DATE.

LIFE DEPARTMENT.

Number Life Policies written.	86,163
Life Insurance in force	\$87,355,158 00
Gain during 1895	2,980,628 00
New Life Insurance written in 1895	15,422,712 00

Insurance issued under the Annuity Plan is entered at the commuted value thereof as required by law.

Returned to Policyholders in 1895	1,002,300 78
Returned to Policyholders since 1864	10,686,687 28

ACCIDENT DEPARTMENT.

Number Accident Policies written.	2,219,004
Number Accident Claims paid in 1895.	12,556
Whole number Accident Claims paid.	278,216
Returned to Policyholders in 1895	\$1,242,287 54
Returned to Policyholders since 1864	18,454,252 00

Returned to Policyholders in 1895	\$2,244,588 32
Returned to Policyholders since 1864	29,140,939 28

JOHN E. MORRIS	Acting Secretary
GEORGE ELLIS	Actuary
EDWARD V. PRESTON	Supt. of Agencies
J. B. LEWIS, M. D.	Surgeon and Adjuster
S. C. DUNHAM	Counsel

W. W. HASKELL, General Agent,

Mills Building, San Francisco.

J. E. FINNEGAN, City Agent.

Electricity and Water.

Edison, the newspaper-made "scientist" and commercial toy-maker, who has obliged humanity for nothing and has been paid as royally as any other quack, is represented by a reporter as saying:

"My plan for using a stream of water with an electric current attached would be of special value in defending a fort against assault. It is nonsense to offer any objection to the plan.

"It is as simple as A. B. C. With twenty-five men in a fort I can make that fort absolutely impregnable so far as an assault is concerned, and I should need only twenty-five men in the fort to do it. This is not guesswork, but a matter of absolutely scientific certainty. In fact, twenty-five men would be a very liberal garrison. Some years ago, when the wires loaded with heavy electric charges began to go up everywhere, I predicted that there would be danger of the firemen receiving deadly shocks by the electricity running down the streams of water which might cross the wires. The insurance people laughed at the idea. But I tried it on a cat, and the cat and I found my theory to be true. That is to say, I did, and the cat found it out if there is another world for cats. He never knew anything about it in this world."

Armstrong, said to be in California, is reported to be about to re-engage in the fire business in New York, his five years' guarantee of "innocuous desuetude" having expired. We fancy though that P. B. has had his day.

JUDGE SANDERSON, of San Francisco, of whom we have written in no complimentary way, reduced a jury's verdict for damages from \$20,000 to \$5,000. The powerful mind of this superior court judge excites our admiration in this case not less than when he played to the galleries and thunderously denounced an insurance company for not paying a claim from which it was expressly relieved by the terms of the policy. Judge Sanderson said, in the present case: "The verdict is so large that it can only be accounted for on the theory that the jury was . . . possibly influenced herein to give this large verdict, believing that some foreign insurance company and not the defendant would be obliged to pay." The jury, in the opinion of the learned court, was tenderly solicitous of the cable railway trust, but hostile to the "foreign insurance

Twenty-Ninth Annual Statement

— of The —

Union Central LIFE Insurance Co.

Of Cincinnati, O.

For the Year Ending December 31, 1895

ASSETS.

Cash on hand and in banks	\$ 81,116 33
First Mortgage Loans on Real Estate	11,028,702 46
Home Office and other Real Estate	444,000 62
Cash Loans on Company's Policies	1,304,602 55
United States Bonds—market value	11,050 00
Premium Notes and Loans on Policies in force	772,417 43
Agents' Balances and Cash Obligations	213,134 99
Net deferred and unreported premiums	183,453 06
Interest and rents due and accrued	426,202 16

Gross Assets, Dec. 31, 1895 \$14,555,288 63

LIABILITIES.

Reserve Fund, at 4 per cent. and all other obligations \$12,685,026 51

Gross Surplus, 4 per cent. standard . . . \$ 1,870,262 12

RECEIPTS.

Premiums	\$3,110,732 70
Interest and rents	849,463 04
	\$3,960,195 74

DISBURSEMENTS.

Death claims, matured endowments, dividends and all other payments to policyholders	\$1,332,277 97
Commissions, taxes, and all other disbursements	938,558 38—
	\$2,170,836 35

POLICY ACCOUNT.

Total number of policies in force	51,110
Total amount insured	\$ 81,250,378 10
Policies issued and revived in 1895	
14,015, insuring	\$26,652,763 00

Gains in 1895.

Gain in income	\$ 261,413 47
Gain in interest receipts	113,895 05
Gain in surplus	302,082 66
Gain in membership	1,363
Gain in Assets	1,839,617 82
Gain in Amount of Insurance	9,038,980 00
Gain in Amt. of new bus. written	3,928,039 00

OFFICERS:

JOHN M. PATTISON, President

R. S. Rust, V.-Pres.	E. P. Marshall, Sec'y
J. R. Clark, Treasurer	W. L. Davis, Cashier
Clark W. Davis, M.D.,	John L. Davis, M.D.,
	Medical Directors.

JAS. F. J. ARCHIBALD, Manager

Pacific Coast Department

303 California St.,

San Francisco.

company." We are moved to wonder what the judge would have done if the defendant had actually been the wicked "foreign insurance company." Sanderson of San Francisco would find congenial company, we fancy, in Griffith of Troy, a fellow judge who allowed the Kalinsky brothers to change their surname to Franklin, on the ground that insurance companies refused to insure the brothers because their name ended in s-k-y.

Theory of Lines.

As to the theory of the line itself, some underwriters seem to think that the amount should depend upon or have some connection with the amount of capital or reserve—in other words, that a company having a large capital or reserves can write larger lines than a company with smaller resources. This is the view evidently taken by the legislatures. But I confess I am unable to see any connection between lines and capital, unless, indirectly, through the fact that a company with large capital or reserves usually (though by no means invariably), does a proportionately large business. As already brought out, capital is not intended for the payment of losses. To my mind lines must be based on one thing, and one thing only, viz: *premium revenue*; and if we may take this for granted, we shall have gained the first step in our investigation. But there is, after all, only a portion of premium income which is intended for the payment of average losses; and there is only a still smaller portion (the expected profit) which is available for the protection of accidents or fluctuations, beyond the average.

It would seem, therefore, that lines must be fixed with some reference to the expected profit. The 2,000 dwellings above referred to would hardly be enough in actual practice to obtain a fair average; but we have the figures cut and dried, and will take them as an example. At the normal rate of 1 per cent. (which is all we should probably get, in view of the competition of other companies),

ALFRED ALLAYNE JONES

ADJUSTER OF LOSSES
SPECIAL AGENT

In Southern California, Arizona,
New Mexico and Texas

OFFICE: 150 South Broadway,
LOS ANGELES, CAL.

OUR FIELD: UNLIMITED!

HAGAN BROS.,

General
Insurance
Agents

OUR SPECIALTY:—

From Pig Iron (under water) to Powder
Magazines.

221 Sansome Street

San Francisco

INSURANCE IN FORCE, \$50,000,000.00

ASSETS \$20,000,000.00

THE

GERMANIA

LIFE Insurance Company

OF NEW YORK

Persons desiring insurance on their lives will best serve their own interests by calling in person on the manager of the above **RELIABLE OLD COMPANY**, or by addressing him by letter, giving age.

Rooms 19, 20, 21 and 22,

4th floor, Mills Bldg, San Francisco

W. A. JACOBS,

Manager

the expected profit is \$4,000; and the lines, as we know, were taken at \$2,000 all round. On this basis it would take the equivalent of two extra total losses, or four extra 50 per cent. losses, or eight extra 25 per cent. losses (a comparatively large proportion), to sweep away the whole of the profit. It would not, however, be prudent to raise the limit on *any one risk*, or a few of the risks only, to say, \$4,000, as a \$4,000 risk might be the extra one to burn, and if so, would by itself absorb all our expected profit. The small additional premium gained by a few \$4,000 risks would not be sufficient to carry the accompanying chance of heavier loss, although that chance is of course only a remote one.

On the other hand, if, instead of 2,000 dwellings at \$2,000 each, we were writing 4,000 dwellings at \$1,000 each, we should evidently be in a still better position, as by the increase in the number of transactions one of the dangers that of fluctuation has been reduced, while both our premium income and our expected profit remain the same. Person-

ally, I think that fifty, or even twenty-five, per cent. of the expected profit is too much to risk on any one fire, and that fifteen or twenty per cent. should be about the maximum, on which basis a company doing an annual business of, say, \$100,000, with expected profit of 10 per cent., or \$10,000, would limit its highest lines, to say, \$2,500. Following out this line of argument, we may reasonably assume that (with a proper distribution of risks) the higher the expectation of profit, the larger are the lines which may be written without a sacrifice of safety, that is, without risking the loss of capital. Other things equal, an aggressive company, which contemplates a rapid and sustained increase of premium income, can probably afford to write larger lines than a more conservative and slowly moving company; and an interesting feature in the evolution of a "small" company into a "large" one is made up of the successive changes and modifications in its scale of lines, which are not only allowed, but almost demanded by the evolutionary process.—F. G. Argall.

PRUSSIAN NATIONAL

INSURANCE COMPANY

OF GERMANY

CAPITAL, - \$2,250,000 00



ASSETS, - \$3,962,334 20

GESAR BERTHEAU

Manager Pacific Department

210 Sansome Street, San Francisco

J. S. Winchester,



ATTORNEY
AND
COUNSELOR AT LAW,

Correspondence Solicited.
References on Application.



Sherlock Building,
PORTLAND, OREGON.

Makes a...
Specialty of
Insurance •
Law • • •

THE ROYAL



OF LIVERPOOL, ENGLAND.

THE QUEEN



OF AMERICA.

COMBINED ASSETS, OVER	.	.	.	\$ 50,000,000 00
LOSSES PAID, OVER	.	.	.	100,000,000 00

The ROYAL AND QUEEN

Insurance Companies

Of England : And America

PACIFIC COAST DEPARTMENT:

ROLLA V. WATT, Manager,

N. E. COR. MONTGOMERY AND SACRAMENTO STS.,
SAN FRANCISCO, CAL.

SPECIAL AGENTS:

John T. Fogarty Frank M. Gilcrest H. R. Burke J. N. Reynolds Wm. Maris

THE COAST REVIEW

A MONTHLY JOURNAL

Devoted to all kinds of Insurance that INSURES. Published on the Fifteenth of every Month.

PER YEAR . . . \$3.00
PER COPY . . . 25 cts.

Postage added to Foreign Subscriptions.

*J. G. EDWARDS, Proprietor,
Pacific Mutual Building, San Francisco.
Telephone No. 1530.*

VOL. 50.

APRIL, 1896.

NO. 4.

Australasia.

Business in New South Wales is quiet, the colony having passed through a prolonged drought, now happily over.

The City Mutual Fire Ins. Co. of Sydney reports for the year ending December 31, 1895, a loss ratio of only 16.7 per cent. Holdings on many classes of risks were reduced. The net funds, including paid-up capital, are £28,478, or some £24,000 more than required to reinsure all risks. A liberal dividend was paid last year. In the past thirteen years the expense ratio has averaged 40 per cent. and the loss ratio 35.7 per cent.

NEW ZEALAND FIRE INSURANCE.—From the *Insurance Journal*:—The history of the Standard was for some years the history of a struggle, and the immediate liquidation of the company was urgently pressed upon shareholders by some of their number at every annual meeting for some years. Instead, however, of adopting this course, the company secured a first-class man at a first-class salary, and the tide of success turned once more in its favor. Then came the South British Insurance Company, which in 1889 made a loss of £10,796, and in 1890 made a loss of £44,061; indeed, during the five years from 1888 to 1892 the total result of the operations of the South British Insurance Companies was a loss of £8,857, and

shareholders had to submit to a writing off of the capital to the extent of 20s. per share. During these same five years again, the total results of the operations of the National Insurance Company was a loss of £4,202. The New Zealand Insurance Company, owing to its occupying a unique status, has never had to face disaster, but on the other hand the Equitable Insurance Association of New Zealand had to succumb altogether and go into liquidation. The total result therefore of local underwriting in this colony, is that of six companies established, one went under altogether, one had to write down its capital by 50 per cent., two others had to struggle through years of exhausting loss, one was sold to a larger company, and only one has had an unbroken career of success.

More Queer Figures.

The Bankers Alliance reports \$49,500 "death losses incurred" and \$76,500 claims "terminated by death." In California the "death losses incurred" were \$20,000, while the claims "terminated by death" were \$34,500. All in the year 1895.

THE TIMES.—In these United States 147 banks failed in 1895, 97 in 1894, and 598 in 1893. No regular life insurance company failed in any of these years.

British Branches in America.

Below we give a summary of the United States branches of British companies, in which we include, as a matter of course, those from Canada and New Zealand. The British companies made money in this country last year, and their branch statements are specially strong in reserves and surplus.

ATLAS.

The new American branch of this old English office has its headquarters in Chicago. Last year's figures show gains in assets, reinsurance reserve and surplus. Since '91 the American premiums of the Atlas have advanced from \$106,408 to \$580,839, and the surplus from \$247,050 to \$400,008, and the assets from \$339,106 to \$891,727. Very creditable progress this, alike to the company and its American management.

ALLIANCE.

The American headquarters of this old London office are in San Francisco, where the company owns its office building. Altogether the alliance has \$717,174 assets invested in the United States, with a handsome surplus of \$582,318. Premiums last year of the branch office were \$136,113, the company confining its American business to the Pacific Coast. The losses were \$80,705; the income was \$153,853, and expenditures \$149,089.

BRITISH AMERICA.

The United States branch of this Canadian company increased its assets and premium reserve last year. For the special protection of American policyholders there is a surplus of nearly \$400,000 of the \$1,180,219 invested in this country. Premiums last year, \$1,172,448, nearly double those of five years ago. The British America is sixty-three years old.

CALEDONIAN.

This Edinburgh office has over \$2,000,000 invested in the United States, a gain of \$1,000,000 in five years. The surplus to policyholders is the handsome one of \$710,147, a gain of nearly \$200,000 last year. Premium income of the American branch last year, \$1,307,561, the decrease indicat-

ing the extent of the reinsurance 'deal in previous years. In the past five years, however, the American business of the Caledonian has trebled.

COMMERCIAL UNION.

Last year's business was exceedingly profitable. In the past ten years the branch office has added a million to its assets and \$800,000 to its premium income. The chief figures of the statement of January 1st are: Assets, \$3,506,031; surplus, \$1,138,903; premiums, \$2,708,283; income, \$2,814,073; expenditures, \$2,439,824. It is a rare year that does not show an underwriting profit.

IMPERIAL.

Increased reinsurance reserve—increased premiums—decreased losses—large excess of income over expenditures: and ratio of losses incurred to premiums, only 51 per cent. This is the record of the American branch last year. The annual statement shows \$1,900,221 assets, \$926,825 surplus, \$1,169,502 premiums, \$1,243,469 income, and \$1,046,804 expenditures.

LANCASHIRE.

Increased premiums, decreased losses: and gains in assets and surplus; losses incurred last year, only 56 per cent. of premiums. This is the happy state of the affairs of the American branch of the Lancashire, which reports \$2,307,856 assets, \$770,041 surplus, \$1,896,651 premiums, \$1,966,059 income and \$1,792,156 outgo, leaving a handsome balance on the year's business.

LION.

The branch figures of the Lion are very creditable. Increased assets, increased surplus, a loss incurred ratio of only 56 per cent., and a good underwriting profit on the year's business. The annual statement shows \$874,457 assets, \$431,750 surplus, \$538,656 premiums, \$566,668 income, and \$520,157 expenditures. It is seldom indeed that the American branch fails to show an underwriting profit on a year's business.

LIVERPOOL & LONDON & GLOBE.

Large gains in assets, reinsurance reserve and surplus, and an exceedingly

profitable year, are the conclusions of a comparison of the figures of the American branch of the Liverpool & London & Globe Insurance Co. Loss ratio, only 55 per cent.; underwriting profit, nearly three-quarters of a million; income over expenditures, over a million. The branch reports \$8,670,434 assets, \$3,314,118 surplus, \$5,600,129 premiums.

LONDON ASSURANCE.

As usual the American branch of the London Assurance made something on its underwriting account, but the margin was small last year because of extraordinary losses. Notable gains, however, were made in assets and surplus. The annual figures are as follows: Assets, \$2,373,648; surplus, \$1,299,127; premiums, \$1,211,417; income, \$1,286,842; expenditures, \$1,152,990; losses paid, 63 per cent. of premiums. In the past ten years the American figures of this very old English office have been steadily advancing.

LONDON & LANCASHIRE.

The American branch is able to report a profitable year, with income nearly a third of a million in excess of expenditures, increased surplus, and losses below the average. Comparison with the branch figures of ten years ago shows nearly double the amount of assets, over twice the amount of reinsurance reserve, double the premium income, and a 50 per cent. gain in surplus. The London & Lancashire's American figures of January 1st are: \$2,691,570 assets, \$980,024 surplus, \$1,859,006 premiums, \$985,670 losses paid.

MANCHESTER.

This is another foreign office with headquarters in Chicago for its American department. The figures of January 1st are very encouraging, with gains in assets and surplus, and a greatly reduced loss ratio. The Manchester's American branch has \$2,180,629 assets, which is a gain of \$66,000; \$720,101 surplus, which is a gain of nearly two hundred thousand in the year. Premiums, \$1,524,152; income, \$1,584,569; outgo, \$1,562,547. The growth of this department has been extraordinary,

the premiums rising from \$152,311, in 1890 to ten times that sum in 1895.

NEW ZEALAND.

The United States branch of this prosperous company confines its business to the Pacific Coast, where it has some \$350,000 invested in government bonds and San Francisco realty, for the special protection of American policyholders. The New Zealand owns its office building in this city. It is one of the three foreign companies which can boast of this fact. The New Zealand is a conservative company and it has a good record in this field as a liberal loss-payer but it declines to sell business at less than cost.

NORTHERN ASSURANCE.

Remarkable gains all along the line in 1895, by the American branch of the Northern Assurance. Very favorable loss ratios, fair underwriting profit, income considerably in excess of expenditures, \$200,000 added to surplus, \$321,000 added to assets, and premiums increased. Annual figures of the branch: Assets, \$2,012,118; reinsurance reserve, \$1,035,605, showing increase of new business; surplus, \$784,949; premiums, \$1,241,324.

NORWICH UNION.

American branch figures show large gains in assets and surplus, and a handsome underwriting profit, with losses last year below the average. In the past ten years assets and premiums have about doubled, and surplus funds have had an upward tendency. Three years ago the surplus was \$410,415; it is nearly twice that sum now. Figures of January 1st are: Assets, \$2,170,234; surplus, \$749,741; premiums, \$1,525,426; income, \$1,608,160; expenditures, \$1,428,587; loss ratio, 59 per cent.

NORTH BRITISH & MERCANTILE.

The United States branch reports large gains in assets and surplus last year, a slight gain in reinsurance reserve, greatly reduced loss ratio, large excess of income over expenditures, and a handsome underwriting profit. The North British's American figures are: Assets, \$3,833,132, a gain of nearly a quarter-million; surplus,

\$1,582,810, a gain of \$261,456; premiums, \$2,265,851; losses incurred, \$1,328,754.

PALATINE.

Extraordinary gains last year, by the American branch, partly owing, we suppose, to the absorption of an American company's business. Half million increase in assets, \$400,000 added to reinsurance reserve, \$745,000 increase in premiums, and an underwriting profit of a fifth of a million. Total income, \$3,119,192; expenditures, \$2,839,863; and losses incurred, below the average. Other figures from the branch annual statement are: Assets, \$2,836,236; reinsurance reserve, \$1,770,739; surplus, \$568,320; premiums, \$3,045,085.

PHOENIX.

Here too we have large gains to report—all along the line of department figures, excepting losses; which are lower, though the premiums are greater. As, assets, \$2,655,915, a gain of \$152,000; reinsurance reserve, \$1,511,377, a gain of \$71,000; surplus, \$755,719, a gain of \$25,000; premiums, \$2,043,397, a gain of \$96,000; income \$2,111,635, and outgo, \$1,833,482. The general movement of the Phoenix's American figures have always been upward.

ROYAL.

The annual figures of the United States branch of the Royal of Liverpool are as follows: Assets, \$7,454,943; surplus, \$2,211,174; premiums, \$4,875,373; income, \$5,137,562; total expenditures, \$4,269,043; underwriting profit, over six hundred thousand dollars; losses incurred, 54 per cent. of premiums. Gains were made in surplus and reinsurance reserve. In the past ten years the assets and premiums of the Royal in this country have nearly doubled, and every year has yielded handsome profits.

ROYAL EXCHANGE.

The new United States department of this 176-year-old London office has its headquarters in San Francisco, and is under the management of Robert Dickson. It is able to report increased premiums, an exceedingly low loss ratio, a rapidly advancing amount at risk, and a good

profit on the underwriting account. The branch reports \$372,792 invested in this country, of which sum \$234,499 is surplus over all liabilities. Premium income last year, \$166,152, and loss ratio only 44 per cent. These figures are substantially those of the Pacific Coast.

SCOTTISH UNION & NATIONAL.

Large gains indeed, and enviable success generally, in the United States. The branch is now a three-million dollar office, and forging along toward the four-million post. Assets, \$3,323,521, a gain of nearly four hundred and fifty thousand; surplus, \$1,872,497, a gain of, over \$181,000; premiums, \$1,528,797, a gain of over \$88,000; income, \$1,642,256; expenditures, \$1,292,269, leaving a very handsome underwriting profit, as well as a balance on the year's business.

SUN.

American branch statement indicates an unusually profitable year, with large gains generally and greatly diminished losses. The amount at risk is now over \$301,000,000. The assets are now \$2,479,448; surplus is \$826,493, a gain of \$106,000; premiums, \$1,591,465, a slight gain; income, \$1,682,668; total expenditures, \$1,476,341; losses incurred, only \$865,856, a ratio of 56 per cent.

UNION.

The showing made by the American branch of this 182-year-old London office—and the branch is young—will attract a second notice. Large gains were made, the underwriting profit is exceedingly handsome, and the expenses are moderate. Here are the annual figures: Assets, \$1,173,041, a gain of \$161,000; surplus, \$522,675, a gain of \$38,000; premiums, \$863,462, a gain of \$111,000; loss ratio, only 44 per cent.

WESTERN.

A very good showing is made by the United States branch of this strong Canadian office. Gains were made in assets and premiums, and the handsome surplus of over half a million was maintained. The year closed with good balance on the right side of the ledger, and with under-

writing profit as well. The assets are now \$1,651,129, which is a small gain; reinsurance reserve \$916,326, a gain of \$53,000; surplus, \$521,768, a slight decline, owing to increased new business; premiums, \$1,819,822, a gain of \$141,000.

The World's Life Insurance.

We clip the following from the *Insurance Spectator* of London with little comment. The American life offices are those reporting to the New York insurance department. The English companies' figures are for 1893, those companies reporting months after other nations' companies. The American companies lead the world in nearly every item. Our contemporary says:

Apart from the circumstance that the oldest offices—like the English—must naturally expect to incur a higher mortality expenditure than companies of more recent formation, the column "non-payment of premiums" calls for special attention. The English proportion is 1 per cent. to the policies in force. The Austrian, French, and American offices lost respectively 3 to 3½ times that percentage.—[Our English contemporary would be fair if this percentage were based on new business written.—Ed. C. R.]

The French offices have, by a long way, the largest annuity business, because the character of the nation is more in favor, than in other countries, of a system which benefits the living at the expense of his heirs. Although the English companies' receipts are about 150 per cent. in excess of the French, the annuities of the former are consequently less than half of the amount of the latter. That the great American offices, with more than twice the English income, are comparatively unsuccessful in the annuity branch, is, however, a significant feature.

As to the investments, a matter of paramount importance for policy and shareholders alike, the Germans claim for themselves the highest standard of safety, because 73.6 per cent. of their life funds is placed on mortgage, whereas the Americans have only 36.4 per cent.: the French

5.1 per cent.; the Austrians 14.8 per cent.; the Swiss 41.8 per cent., and the Scandinavians 33.4 per cent. of their assets lent out in a similar manner. The securities held by English offices are, however, not classified. It need scarcely be mentioned that mortgages on landed property, which form the principal part of the German 73.6 per cent. of the whole assets, rank nowadays by no means amongst the safest nor most desirable securities. The distress of landed proprietors is very great in Germany, and the safety of the mortgages is therefore endangered.

NEW BUSINESS WRITTEN IN 1894.

Companies.	Offices.	Amount.	Average.
German	41	£ 23,545,503	£179
English (1893)	71	42,475,918	394
Austrian	16	10,669,394	158
Swiss	7	1,280,549	174
French	17	11,894,818	449
American	32	179,628,617	499
Scandinavian	15	3,084,327	176
Grand total	202	£252,085,117	£353

EXTINGUISHED POLICIES DURING THE YEAR.

	At Death.	Due during life.	By re-purchase.
German	£ 3,132,880	£ 731,063	£2,705,695
English (1893)	10,848,091	1,914,369	10,134,485
Austrian	787,525	379,421	243,058
Swiss	223,641	37,538	128,706
French	2,120,203	1,163,167	1,316,751
American	12,412,388	1,748,536	28,919,513
Scandinavian	236,226	12,024	254,592
Grand total, £29,760,954		£5,986,118	£43,702,890

INSURANCE IN FORCE.

German	£249,822,873
English (1893)	490,856,032
Austrian	71,393,362
Swiss	1,343,1989
French	139,878,482
American	989,736,397
Scandinavian	24,032,697
	£1,979,154,823

ASSETS AND ANNUITY BUSINESS.

	Annuity Business at the end of 1894.	Total Assets.
German	£ 465,000	£ 85,415,473
English (1893)	1,029,643	194,677,933
Austrian	137,959	21,082,461
Swiss	66,070	4,628,361
French	2,425,543	76,567,628
American	496,246	224,470,482
Scandinavian	87,748	8,455,346
Grand total	£4,708,260	£615,297,584

RECEIPTS.		
	Premiums.	Total.
German	£ 4,815,974	£ 12,678,881
English (1893) .	18,091,114	25,612,195
Austrian	2,564,486	3,447,688
Swiss	548,260	737,850
French	7,768,939	10,389,336
American	43,593,559	51,532,710
Scandinavian . .	825,790	1,068,455
Grand total . .	£83,207,222	£108,467,421

CLAIMS PAID.			
	Payment at death.	During life.	Annuities.
German	£ 3,053,058	£ 735,130	£ 378,613
English (1893) .	10,848,092	1,914,369	1,020,643
Austrian	774,719	312,108	65,221
Swiss	216,119	37,504	52,021
French	2,120,203	1,163,167	2,218,165
American	14,424,792	1,720,508	496,246
Scandinavian . .	234,009	12,203	54,004
Grand total . .	£31,670,992	£5,894,989	£4,293,913

FINANCIAL RESULTS.			
	Net Surplus.	Dividends to Policyholders.	Dividend to Shareholders.
German	£2,047,652	£1,752,761	£136,113
English (1893) .	1,675,750	1,136,748	530,002
Austrian	162,262	52,971	83,834
Swiss	56,058	46,694	5,107
French	753,007	388,607	364,440
American	7,069,229	3,097,709	156,200
Scandinavian . .	109,203	63,319	22,442

Foresters Mutual Life Association.

As soon as one humbug fails another springs up and for a brief time caters to the needs of people who can be educated only in the school of experience.

Los Angeles has a new venture which is designed to prey exclusively on members of the Foresters society. Wm. Mead is president, Lewis Thorne secretary, and Chas. P. Dorian general agent. Dorian? Isn't he an ex-insurance solicitor?

Rates are higher, perhaps, than those of similar schemes—say, the Chosen Friends—but they are still too low for the Foresters Mutual to fulfil its obligations. Too much is promised—more than will be received. Therefore the Foresters Mutual Life Association is a fraud.

At graded mortality rates, according to the experience table, plus ten per cent., for monthly collections, the new Los Angeles scheme undertakes to pay all expenses, all mortality claims, give a paid-up certificate for half and balance in cash at age 70, give a paid-up certificate for

half of the premiums at end of five years, and promises to pay benefits besides. Absurd! impossible! dishonest!

New Zealand Government Life Insurance.

The New Zealand Government Life Insurance Department advertises that "the security is absolute, every policy issued being guaranteed by the Colony." Does it therefore follow that the security is "absolute"?

Supposing that, after a series of panic years, the Colony finds itself unable to meet other obligations, is there any assurance that the claims of the life department will be met? Supposing the managers prove defaulters—not likely, we know, but possible nevertheless—and misappropriate the reserve funds, how will the Colony raise the necessary money to pay claims and the surrender values which would then be asked for? There have been bankrupt colonies and countries, and money-lenders found to their sorrow that the government security was not nearly as good as that of corporations operating under the same government. And what is a life insurance policyholder but a money-lender; and what is there so extraordinarily sound in the New Zealand government that it may not some day be in the same financial difficulties which have forced colonies, states and nations to compromise with creditors or repudiate claims outright? At this distance we cannot discover these extraordinary elements of soundness; and, moreover, the reports of crude socialistic experiments by the Colony would naturally lead any conservative man to distrust any long term contract depending on the security of the New Zealand government.

SOME companies seemingly want and expect and applaud independent insurance journalism as regards every company but their own. To question the judiciousness of the other fellow's management in this or that respect is all right; but to question their own, is all wrong. In the former case, the journalist is bravely independent; in the latter, he is a blackmailer.

Tender of Unearned Premium.

The appellate division of the supreme court of New York has just handed down an important decision, in the case of *Walthear v. Pennsylvania Fire Ins. Co.*, which upholds the standard policy clause providing for cancellation by notice without tender of the unearned premium to the assured in person.

The loss occurred in November, but in the previous month October the company notified the insured, that, under the terms of the policy, it canceled the same and held the unearned premium subject to his order and the return of the policy by him.

The company did not return any part of the premium, and the plaintiff never surrendered the policy.

The appellate court holds that it was the duty of the insured to respond to the notice by returning the policy and directing the disposition of the unearned premium: otherwise if a fire occurred he could claim that the policy was in force, and if no fire occurred he could claim from the company the unearned premium after the policy had run the full term.

The notice was equivalent to a tender of the unearned premium, the efficacy of which was not destroyed because it was coupled with request for return of policy.

Insurance Against Burglary.

San Francisco is infested with burglars, and in a less degree, according to population, other Coast cities suffer from the daylight sneak-thief and the midnight house-breaker. The newspapers are filled with accounts of burglaries and safe-breaking and daylight robberies. Silverware, gold plate, jewelry, coin, clothing, everything portable that can be sold or pawned—nothing is disdained by the enterprising thief in a large city, excepting a red-hot stove. The writer knows of one case where a stove was stolen, and carted off from a dwelling.

Where this variety of lawlessness prevails, as in San Francisco in particular, the protection of a burglary policy should be heartily welcomed, not only for in-

demnity but for the prevention which is in a large degree guaranteed by the company's trade-mark on the premises. Burglars steal jewelry held in sentimental esteem by the owners, and while no policy can cover such a loss, the burglar's knowledge of the existence of such a policy, in a company employing detectives and prosecuting bitterly, will often deter him from taking chances likely to land him in the penitentiary.

As noted elsewhere, Messrs. Okell, Donnell & Co. have been appointed agents for a burglary insurance company, and want agents everywhere on the Coast.

British America Assurance Company.

The sixty-second annual report of this Toronto company (represented here by Manager H. M. Grant and Assistant Manager Stuart) shows a total income of \$1,551,476 in 1895 and a total outlay of \$1,491,640. Premiums were \$1,506,864. Assets are \$1,450,537; cash capital, \$750,000; funds at command of policyholders, \$1,270,112. At this meeting of the shareholders President Cox said:

"It is seldom that companies in Canada have been called upon to face a more unpropitious opening to a year's business than that of the one under review. The two large fires in Toronto in January were followed by a third and equally serious one early in March. The aggregate loss by these fires was close upon two and a quarter million dollars, and the amount paid by insurance companies was, in round figures, one million six hundred thousand dollars, or nearly one-fourth the entire year's Canadian premiums received by all the companies doing business in the Dominion. While our losses were not excessive, their effect, nevertheless, combined with rather heavy losses from other quarters during the same period, was to create a very considerable adverse balance on the first three months' operations of 1895. The experience of each succeeding month, however, was more favorable than might have been anticipated, and the directors had the satisfaction of seeing, as the year progressed, a steady gain of income over expenditure, and an ultimate profit balance of some seventy thousand dollars upon the business of this department at the closing of the books. This result is largely attributable to the favorable experience of the com-

pany in the United States, and it affords a forcible illustration of the advantages which a company derives from a widely distributed business in providing for exceptional losses, such as are liable to occur in any of our large business centres."

New York Insurance Report.

Supt. Pierce favors us with a copy of his annual report, part first, from which we glean a few facts, as follows:

There is on deposit with the department \$16,540,747, nearly \$10,000,000 of which belongs to foreign companies; \$2,420,000 is special reserve fund by New York fire companies; \$1,857,540 by New York life companies; \$2,209,327 by American casualty companies; \$861,940 by foreign casualty companies, and only \$265,092 by assessment companies.

Assets of fire offices increased over \$9,000,000 in 1895 over 1894, as against a \$2,000,000 increase in 1894 over 1893. With only \$700,000 less premium income in 1895 than in 1894, losses diminished over \$5,000,000. It was a very good year for insurance companies in the United States—the Pacific Coast excepted.

We compile a summary as follows:

Companies.	Premiums.	Losses.	Ratio.
98 American . . .	\$82,982,040	\$46,698,660	56.2
23 Foreign . . .	41,526,790	24,034,335	57.8
	\$124,508,830	\$70,732,995	56.8

These figures are substantially those of the entire United States. The foreign companies slightly increased their premiums. As a whole the joint stock companies lost \$141,000; the mutuals lost half a million or nearly a third. Bad year for the mutuals. As usual, the foreign companies incurred a higher loss ratio than the domestic companies, caused, we supposed, by the fact that local companies control the choicest risks.

Attorney Winchester of Portland.

J. S. Winchester, attorney and counselor at law, of Portland, Ore., makes a specialty of insurance law. Companies and managers who may need the services of a lawyer in the Northwest will find in Mr. Winchester an able man thoroughly familiar with insurance law.

California Assessment Insurance in Force.

Nearly ten millions less than a year ago, and only 18,494 certificates, against 19,678, though 10,338 new ones were written. Here are the comparative figures:

	Dec. 31, 1894.	Dec. 31 1895.
Bankers Alliance	\$10,292,500	\$9,543,000
Bankers Life . . .	1,008,000	1,322,000
Cal. Mut. Benefit . .		10,000
Comm. Indemnity . .	172,750	318,550
Covenant Mutual . .	8,444,875	7,468,625
Fidelity Mutual Aid . .	148,300	175,500
Fidelity Mutual Life .	2,030,000	2,844,000
Hartford L. & An. . . .	564,000	660,000
International Indemnity . .		38,100
Mutual Indemnity . .	147,425	590,000
Mutual Reserve Fund .	6,844,150	6,514,650
National Life Ass'n . . .	335,250	175,000
N. E. Mutual Acci. . . .	235,700	173,000
Northwestern L. Ass'n . .		267,000
Northwestern Masonic . .	9,445,000	8,533,000
Pacific States		269,500
Security Mutual	92,500	77,500
United Life	257,000	210,000
Weekly Benefit		
	\$40,616,150	\$37,728,924

Insurance by a Municipality.

Last month we said that compulsory insurance in a municipal league, as contemplated in New Zealand, would affect sales of and loans on city and town real estate, because the indemnity would not be acceptable security for capitalists. President Cox of the Western Assurance of Toronto made a stronger argument against insurance by the municipality, when he said, at the recent annual meeting:

"It is the absence of facility for the application of this essential principle of insurance, namely, a wide distribution of risks of moderate amount, that must be fatal to any scheme for municipalities assuming the fire risks upon the property of their citizens, as it has been suggested they should do by some ardent social reformers, who appear to lose sight of the fact that investors will look for larger returns in the way of interest on municipal bonds, if they are called upon to assume greater risks than are undertaken by the shareholders of an insurance company. In making this reference, I wish it to be understood that I speak as one more largely interested in the debentures of the city of Toronto and the general credit of the city than in the stocks of our fire insurance companies."

Our Digest of Recent Insurance Decisions.**AMERICAN STATE SUPREME COURTS AND FEDERAL DISTRICT AND SUPREME COURTS.****Fire.**

35. *Agricultural Ins. Co. v. Hamilton*, Md. C. A., 33 A. R. 429.

VACANT AND UNOCCUPIED.

A dwelling house in which insured lived at the time the policy thereon was issued, on the removal of his family therefrom to a house near by, becomes "vacant and unoccupied," within the meaning of such words in the policy, avoiding it in such event, though the house is still slept in occasionally by the employes of insured, and visited by his wife daily, for the purpose of getting therefrom provisions stored therein.

° ° °

36. *Int. Trust Co. v. Norwich Union Fire Ins. So.*, U. S. C. C. A., 71 F. R. 81.

AGENT -RENEWAL.

When the agents of a company, who are duly authorized to solicit and make contracts of insurance, deliberately represent to the assured that a given policy issued by the company has been renewed, and subsequently receive and appropriate money which they have good reason to believe is paid to cover the cost of such extended insurance, the company will be estopped, after a loss has occurred, to allege that the policy was not renewed.

STATEMENTS BY AGENT'S CLERK.

Acts done and information given by an employe of an agent of a company in the line of his duty is binding upon the company.

° ° °

37. *Estes v. Ins. Cos.*, N. H. S. C., 33 A. R. 514.

THE BROKER THE AGENT OF COMPANY.

An insurance broker solicited applications for insurance, which were sent by him to the agents of the insurance companies, by whom policies were sent to the broker. The premiums were charged to the broker, but the companies had no claim against him unless the premiums were collected. Held, that a finding by

the jury that the broker was the "duly-authorized" agent of the companies, within the meaning of a provision in the policies requiring payments of premiums to the company, or its duly-authorized agents, within a certain time, would not be disturbed.

Where it appears that the companies had frequently accepted premiums on policies sent to the broker after the expiration of the time within which the premiums were required by the policies to be paid, a finding by the jury that the companies waived their right to avoid policies sent such broker for non-payment of premiums within the required time will not be disturbed.

° ° °

38. *London & Lancashire F. Ins. Co. v. Storrs*, U. S. C. C. A., 71 F. R. 121.

APPRAISEMENT OF LOSS.

An appraisal of the amount of the loss, made by persons appointed by the insurer and the insured, is binding, though the proceedings leading up to the appointment and appraisal are not in strict accordance with the requirements of the policy, since the parties are at liberty to waive such requirements, and make any lawful submission satisfactory to themselves.

° ° °

39. *Bentley v. Standard F. Ins. Co.* W. Va. S. C. A., 23 S. E. R. 584.

ASSIGNMENT.

If a promissory note or other chose in action calling for money be assigned, and the party liable therefor promise its payment to the assignee, such assignee may sue on it at law in his own name, without statute authority, as he has legal title thereto; whereas, without such promise, he would take only equitable title, the legal title remaining in assignor.

If, therefore, the insured, before loss by fire under a policy of insurance, assign the right to the damages in case of loss, and the insurer consents to the assignment, the assignee may, in his own name, as holding legal title, recover such damages after loss: and a reassignment to the

insured party after loss, not assented to by the insurer, would not divest the assignee of his legal title, so as to prevent recovery in the name of the first assignee.

A simple assignment of a chose vests in the assignee only equitable title, the legal title remaining in the assignor, and under section 14, c. 99, Code, the assignee may sue in his own name, or he may sue in the name of the assignor, for his, the assignee's, use. Though advisable to declare in the declaration and summons that the assignor sues for the use of the assignee, omission to do so is immaterial, as the declaration of such use is no part of the pleading.

Where a policy of insurance provides that it shall be void if assigned without the insurer's consent, the clause applies to assignment before loss of the claim for damages in case of loss.

° ° °

40. *Huber v. Manchester F. Ass'ce Co.*, N. Y. S. C. 63 N. Y. Supp. 873.

VACANCY.

A tenant of a dwelling house placed all her furniture in one room, and went on a visit for six weeks, with intention to occupy the house on her return. The furniture was placed in such room so that the other rooms might be painted and papered during her absence. She left a key with a friend, with directions to visit the house daily, and see that the doors were locked, and the window shutters closed, etc. Held, that the house was not vacant, within the meaning of a condition in a policy on the furniture, avoiding it if the building became vacant.

UNOCCUPIED HOUSE.

But such house was unoccupied within the meaning of a policy insuring the furniture contained and while contained in the building "occupied and to be occupied as a dwelling house," and providing that the policy should be void if the building should become "vacant or unoccupied, and so remain for 10 days."

FORFEITURE.

A policy insuring furniture described as "all contained and while contained in

[a certain house] occupied and to be occupied as a dwelling" declared that the "entire policy," unless otherwise provided by agreement indorsed on or added to it, should be void if the building became vacant or unoccupied, and so remained for 10 days. Held, that the effect of allowing the building to be unoccupied more than 10 days was to render the insurance void.

° ° °

41. *American Central Ins. Co. v. Hagerty*, N. Y. S. C., 36 N. Y. Supp. 558.

CANCELLATION.

In an action by a company against its agent for his failure to cancel a policy as instructed by plaintiff, it appeared that when the instruction was given, defendant wrote V., plaintiff's general agent, recommending that the policy be allowed to stand, and that V., in reply, wrote that he preferred not to carry the risk, and afterwards wrote defendant to return the policy, but defendant did not answer either of the letters. After instructing the cancellation, V. drew on defendant for a balance due plaintiff, including the premium on the policy, and defendant's monthly reports to V. for the following eight months showed what policies defendant canceled, but V. did not again ask that the policy be canceled, though he wrote defendant for other canceled policies. It was the custom, when a policy was canceled, to return it to plaintiff. When defendant left plaintiff's employ, after the loss on the policy, his accounts were settled, but no allowance was made him for the premium paid plaintiff on the policy. In other instances plaintiff had, at defendant's suggestion, withdrawn requests that policies be canceled. Held, that whether plaintiff acquiesced in defendant's failure to cancel the policy was a question of fact.

° ° °

42. *De Witt v. Agricultural Ins. Co.*, N. Y. S. C., 36 N. Y. Supp. 570.

ADDITIONAL INSURANCE.

The owner of insured real estate conveyed it, taking back a mortgage, and the insurance company indorsed on the

policy that the grantee "is now recognized as owner of this policy and the property mentioned as insured hereunder," subject to the conditions of the policy, "loss, if any, payable to * * mortgagee as interest may appear. \$20,000 incumbrance is hereby permitted." The grantee contracted to sell and convey it to N., who took possession, and commenced repairs, and took additional insurance in another company. Held, that N. was not, at the time he procured additional insurance, "the insured," within a condition in the first policy, providing that it should be void if the insured now had or procured other insurance, except by agreement indorsed on or added to the policy; nor did he become such by subsequent indorsement on the first policy by the company, without his knowledge, and by procurement of the mortgagee, "that N. is now recognized as owner of this policy and the property mentioned as insured hereunder," subject to its conditions.

43. *Davis v. Grand Rapids F. Ins. Co.*, Buffalo Sr. C., 36 N. Y. Supp. 792.

PROOFS OF LOSS.

In an action on a policy for goods totally destroyed by fire, it appeared that defendant, in objecting to the proofs of loss, required plaintiff to make a complete inventory, stating quantity and quality of each article, and amounts claimed thereon, and the cash value of each item and amount of loss thereon; that plaintiff replied claiming that, as the goods not specified in the proofs of loss were burned, there was an impossibility of compliance in that respect, and the parties would be, of necessity, relegated to the books to determine it; and that, as to the goods not burned, defendant's representative and plaintiff's made an inventory. Held, that the proofs of loss were not open to the objection that plaintiff failed to comply with the requirements of the policy.

44. A policy void if the insured procured any other insurance, whether valid or not, was avoided by procuring a policy void ab initio—*Wilson v. Aetna Ins. Co.* (Tex. Civ. App.) 1085.

LIFE.

45. *Plumb v. Penn. Mutual Life Ins. Co.*, Mich. S. C., 65 N. W. R. 611.

A TECHNICAL DEFENSE.

In an action on a life policy conditioned on insured being in good health at the time of the delivery of the policy, it appeared the policy was delivered on Tuesday; that on the preceding Saturday night insured was not feeling well, and took medicine; on Monday she had some disturbance of the bowels; on Tuesday and Wednesday she was about the house, doing her household work, resting occasionally; on Friday inflammation of the bowels set in, on Saturday she was seriously ill, and died the following Tuesday. Held, that it was a question for the jury whether insured was in good health when the policy was delivered.

That insured was attended by a physician for la grippe two years and nine months before her application for insurance, in which she stated that she had been so attended three years before, is not such a variation as will avoid the policy for breach of warranty.

Merely calling a physician to prescribe for a temporary indisposition, not serious in its nature, and not affecting the person's sound bodily health, is not being "attended" by the physician within the meaning of such word in an application for insurance.

On the issue as to whether insured was treated by a physician for a certain disease, a prescription, claimed to have been prepared for insured by the physician, is inadmissible in evidence in the absence of proof that such prescription was taken by insured to the druggist to be filled.

The mere fact that insured's maiden name is incorrectly stated in the application for insurance does not invalidate the policy, especially where such mistake was due to the fault of the insurance agent in writing the application.

In an action on a policy, affidavits taken by insurer concerning matters occurring before the death of the insured, without plaintiff's knowledge, are inadmissible in evidence against plaintiff, in connection with the proofs of death furnished by plaintiff.

46. *Ritter v. Mutual L. Ins. Co.*, U. S. C. C. A., 70 F. R. 954.

SUICIDE.

The personal representatives of one who, when sane, deliberately kills himself, with

the intent to secure to his estate the amount of insurance he has effected upon his life, cannot recover the insurance money, though the policy contains no provision respecting suicide.

INTENT TO DEFRAUD.

One R., who already carried life insurance to the amount of \$315,000, took out additional policies in the M. Ins. Co., amounting to \$75,000. At the time such policies were issued, R. was insolvent; his income was wholly inadequate to pay the expenses of his family and the premiums on his life insurance; he was engaged in hazardous stock speculations, and had embezzled large sums of money. At the time of the issue of the \$75,000 insurance, R. also took out another policy for \$20,000, for the benefit of his wife, and, shortly after, \$90,000 more in his own name. Within a year after the issue of the \$75,000 policies, R., while sane, deliberately committed suicide, leaving a letter to his executor describing his liabilities and his insurance, and directing the application of the proceeds of the policies to his debts. Other letters left by him also indicated that his purpose in committing suicide was to secure the insurance money for the payment of his debts. Held, that it was not error to refuse to instruct the jury, in an action by R.'s executor against the M. Ins. Co., that there was no evidence that R. entered into the contracts of insurance with the intention of defrauding the company, or that he entered into such contracts with the intention of committing suicide.

SANITY.

The court, in such action, instructed the jury that if R. killed himself while his reasoning faculties were so far impaired by insanity that he was unable to understand the moral character of his act, even if he did understand its physical nature and effect, such self-destruction would not prevent recovery on the policies, and explained the expression "moral character of his act" by adding that if R. understood, as a sane man would, the consequences to follow from his suicide to himself, his character, his family, and others, and was able to comprehend its wrongfulness, then he was to be regarded as sane, and charged that, if R. was sane when he committed suicide, such suicide was a defense to the policy. Held no error.

o o o

47. *Martin v. Union Mut. L. Ins. Co.*, Wash. S. C., 43 P. R. 53.

SUICIDE—DISAPPEARANCE.

In an action on a policy, evidence that the

insured, a man of industrious habits, and with happy home relations, left home on a short hunting trip, stating that he intended to hire a boat for the purpose, and has not been seen for two years; that a boat was found shortly afterwards, with certain articles in it, but no evidence to connect either with the insured; that his wife and daughter believe him to be dead,—is insufficient to establish his death.

In an action on a policy, evidence of the disappearance of bodies in a certain body of water is inadmissible to show the death of the insured, where it is not shown that he fell into such body of water.

o o o

48. *Goodwin v. Provident Sav. Life A. So.*, Ia. S. C., 66 N. W. R. 157.

SUICIDE.

An application for insurance stated that the death of assured by his own hand was a risk not assumed by the company, and the policy declared that a claim thereunder by death occurring two or more years after its date would be "incontestable, except for fraud" in procuring it. Held, that the company was liable in case of death by suicide occurring after two years from the date of the policy.

"RENEWABLE TERM" REINSTATEMENT.

Where a policy of insurance issued in New York on the "renewable term" plan is forfeited by failure to pay premiums, a reinstatement of the policy, on the same terms, is not the making of a new contract, but merely a cancellation of the forfeiture, leaving the original policy in force as a New York contract.

o o o

49. *U. S. Life Ins. Co. v. Ross*, Ill. S. C., 42 N. E. R. 859.

ADVERTISEMENT AFFECTS POLICY CONDITION.

Though the insured had been notified that the premium on his policy was due on a certain date, or within 10 days thereafter, a circular, issued by the insurance company and sent by one of its agents to the insured, reciting the liberality of the company in extending the time in which to pay premiums,—30 days on tontine policies, and 10 days on all others,—is admissible to prove waiver of a condition providing that the policy should become void if the premium was not paid when due; the insured being justified in believing that this policy, designated by the company as a "limited tontine," was in fact a "tontine."

Accident.

50. *Meyer v. Fidelity & Casualty Co.,* 14 S. C., 65 N. W. R. 328.

"DISEASE OR BODILY INFIRMITY."

The words "disease" or "bodily infirmity," as used in a provision in an accident policy exempting insured from liability for injuries caused thereby, mean practically the same thing, and only include an ailment or disorder of a somewhat established or settled character, and not merely a temporary disorder, arising from some sudden and unexpected derangement of the system, though it produces unconsciousness.

Injuries caused by a fall due to a temporary and unexpected physical disorder are "violent" "external," and "accidental," within the meaning of such words in an insurance policy.

o o

51. *Button v. American Mut. Acc. Ass'n,* Wis. S. C., 65 N. W. R. 861.

INTENTIONAL INJURIES BY THIRD PERSON.

A policy insuring against injuries through "external, violent, and accidental means," except when resulting from "intentional injuries" and other specified causes, does not exempt the insurer from liability for injuries inflicted independently by third person, where the other causes specified all involve acts in which the insured must participate by intent or consent.

o o

52. *Pacific Mutual Life Ins. Co. v. Howell,* Ind. A. C., 41 N. E. R. 968.

WALKING ON ROADBED.

In an action on a policy providing that the company should not be liable if the accident happened while insured was "upon a railroad bridge, trestle, or roadbed (railway officers and employes, while engaged in their prescribed duties as such, excepted)," where the undisputed evidence shows that insured was killed while walking on the roadbed of a railroad company, of which he was not an officer or employe, plaintiff cannot recover.

o o

53. *Globe Acc. Ins. Co. v. Helwig,* Ind. A. C., 41 N. E. R. 976.

WHERE EMPLOYER PAYS TOO.

Under a policy insuring a person "against the loss of the money value of his time, not exceeding \$25 per week, nor for more than 32 consecutive weeks," a recovery may be had for time actually lost, within the limits prescribed, though the employer of the insured

continued his pay during his disability.

INSTRUCTIONS.

In a suit on a policy insuring plaintiff "against the loss of the money value of his time," it was not error to permit plaintiff's counsel to ask him as to his suffering, and how he slept during the disability the court having instructed the jury that such evidence was not an element of damages, and was only admissible in so far as the discomfort may have interfered with his capacity to perform his work.

o o

54. *Odd Fellows F. Acci. Ass'n of America v. Earl,* U. S. C. C. A. 70 F. R. 16.

NOTICE TO INSURER.

The O. F. Acc. Ass'n issued to one E. an "accident certificate," by which it agreed to pay to him, or to a beneficiary, named therein, certain sums of money as compensation for injuries or death resulting from bodily injury, effected through external, violent, and accidental means, causing an external visible mark upon the body. It was provided that, for such injury, effected during the life of the certificate, which should immediately disable E. from pursuing his occupation, a weekly indemnity should be paid, for certain specified mutilations certain sums should be paid, and, if death should result from such injuries alone, within 90 days from the date of the accident, \$5,000 should be paid to the beneficiary. It was also provided that written notice should be given to the insurer, within 10 days of the date of the accident and injury for which claim should be made, stating the circumstances of the accident and nature of the injury, that there should be no claim to indemnity for disability unless disability occurred within 30 days from the date of the accident, of which the insurer should have had notice within the 10 days, nor any claim to death benefits unless death resulted within 90 days from the accident, of which accident, the insurer should have had notice within 10 days. While the certificate was in force, E. stepped on a wire nail, inflicting a small, but visible, wound in his foot. He continued to pursue his occupation for 14 days, and was then taken ill and died from lockjaw resulting from the wound. No notice of the accident was given within 10 days of the occurrence of the accident, but proofs of death were furnished in due time. Held, that the terms of the certificate did not require notice to be given within 10 days of the happening of an accident which did not immediately

disable E. from pursuing his occupation, and did not, within such 10 days, give rise to a claim for indemnity or death benefit, and that the beneficiary was entitled to recover.

° ° °

55. *Standard L. & A. Ins. Co. v. Koen, Tex. C. C. A., 33 S. W. R. 133.*

ALLEGED VARIATION.

In an action on an accident policy, the policy was made an exhibit to the complaint, and the complaint alleged that the term of the insurance was 52 weeks, while the policy provided for such a term, under independent contracts, for 1, 2, 3, and 5 months. Held, that there was no substantial variance.

CYCLONE OCCUPATION.

Where the petition in an action on a policy alleged that insured, while at supper at a restaurant, received injuries from a falling house and flying timbers, produced by a cyclone then raging, from which, on that day, he died, it was not necessary to allege in what occupation insured was engaged at the time of his death, nor to aver that the injuries resulting in his death left physical marks upon his body.

EXTRA CONDUCTOR CAN BE A BRAKEMAN.

Where the application stated that decedent was employed as an extra conductor, testimony of a witness, for years engaged in the railway service, that an extra conductor, when not engaged in running trains, may perform any other services required of him, warranted a finding that an extra conductor could brake a train without losing his classification as such.

° ° °

56. *Allibone v. Fidelity & C. Co., Tex. C. C. A., 32 S. W. R. 569.*

LIMITATION.

A policy provided for immediate written notice of an injury, and proof of the accident within seven months, no action under the policy to be begun within one year from the time of the accident, and no legal proceeding for recovery thereunder to be brought within three months after the receipt by the company of proof of the injury. Held, that the year in which suit was required to be commenced began, not at the date of the death of the insured, but upon the expiration of the three months after furnishing proofs of death, during which legal proceedings were prohibited.

WAIVER.

In an action on a policy, plaintiff alleged

that defendant was notified on a certain date of the death of insured, that it waived proofs of loss, and that it absolutely refused to discharge its liability. Defendant pleaded a general denial, and a limitation in the policy forbidding suits to be brought after the expiration of a year; plaintiff filing a general denial in reply. Held, that the pleadings did not authorize the assumption that the proofs of death were waived by defendant on the date pleaded as that of the notice.

PROOFS—WAIVER.

Where defendant wrote to a beneficiary under one of its policies that it had received no formal notice of his claim beyond a request for a claim blank on which to make formal proofs of loss, and that it had replied that it was looking into the matter, and did not consider it necessary to have the formal proofs made, as it could do this in the course of the investigation, the waiver admitted operated simply as a temporary one, while the investigation was pending, and might subsequently be revoked.

° ° °

57. *Merrill v. Travelers Ins. Co., Wis. S. C., 64 N. W. R. 1039.*

"IMMEDIATE DISABILITY."

A company is not liable on its accident policy insuring against loss of time for injuries through external and accidental means which shall, independently of all other causes, "immediately" and wholly disable the insured from transacting any business in his occupation, where the insured, injured by a fall, was able for two months to attend partially to his business, but at the end of that time became totally incapacitated by a stroke of paralysis which was the direct result of the accident.

* * *

Employers Liability.

58. *Amoka Lumber Co. v. Fidelity & Casualty Co., Minn. S. C., 65 N. W. R. 353*

LIABILITY.

The employee, having, while so employed, sustained an injury whereby he recovered a judgment therefor against the assured employer for the sum of \$2,285.02, the insurance company was liable therefor upon an action against it, without the employer having first paid the judgment.

* * *

Legal Briefs.

FIRE.

59. In action on policy, defense that plaintiff

burned property need not be proved beyond reasonable doubt.—*Weir v. Ætna Ins. Co.* (Sup.) 216.

60. Plaintiff cannot prove the waiver of a condition of a policy unless he pleads it.—*German Ins. Co. v. Daniels* (Tex. C. App.) 549.

61. A rider in a policy requiring the insured to keep his books in an iron safe construed, and held, that the clause was a warranty, non-compliance with which was fatal to a recovery.—*American Fire Ins. Co. v. Center* (Tex. Civ. App.) 554.

62. Under a policy providing for notice of an increase of risk, held, that the location of an engine on the premises the day before the loss will not prevent recovery, where insured, 10 days prior thereto, notified the company of the proposed use.

Whether the use of an engine was an increase of risk of which no reasonable notice was given, held a question for the jury.—*Farmers' Mut. Fire Ins. Co. of Dug Hill v. Schaeffer* (Md.) 728.

63. Southern Law.—A policy taken out by a merchant on a stock of goods at the time the stock exceeded the limit covered by his privilege license tax, is invalid.—*Sun Mut. Ins. Co. v. Searles* (Miss.) 544.

64. A general agent may consent to contemporary insurance taken through him in another company.

A general agent may waive forfeitures and conditions notwithstanding a provision in the policy that no agent has such power.

A provision in the policy making the general agent of the company the agent of the insured does not change his status as agent of the company.

It is for the jury to determine the power and authority of an agent of an insurance company.

Where an agent erroneously inserts untrue facts in the application, the company is chargeable with his error.—*Coles v. Jefferson Ins. Co.* (W. Va.) 732.

65. Transaction between insurance company and agent, by which agent is charged with premium on the policy procured by him, but not paid by assured, is not a payment of the premium, as between assured and insurance company.—*Van Wert v. St. Paul Fire & Marine Ins. Co.* (Sup.) 54.

66. A recovery can be had on a policy conditioned against keeping inflammable substances, where the use of such substances is

a usual incident to insured's business, and also when they constitute component parts of the stock insured.—*Maril v. Connecticut Fire Ins. Co.* (Ga.) 463.

67. Where insured discloses fully to the agent of the company the existence of mortgages on the property insured, the company cannot avoid the policy therefor under a provision avoiding it in case of incumbrance.—*Dowling v. Lancashire Ins. Co.* (Wis.) 732.

68. A restriction on the power of agents within their general authority to waive provisions of a policy except in writing is void.—*Dick v. Equitable Fire & Marine Ins. Co.* (Wis.) 742.

Knowledge by the local agent who issued a policy that it was voidable at the option of the company is the knowledge of the company.—*Same.*

Where a company knows that a condition of the policy has been broken it waives the breach by compelling the assured to furnish at considerable expense a carpenter's estimate of the damage.—*Same.*

69. Statement that building formerly used as factory is a dwelling house is not a misrepresentation where it actually is used as a dwelling house.—*Mitchell v. Niagara Fire Ins. Co.* (Sup.) 204.

70. The interest of a husband in the house of his wife used as a homestead will support a recovery by the two jointly on a policy issued to both.

Where a farm dwelling and farm implements are insured by a policy to a wife and husband, held that a representation that the property is owned by them jointly will not be held untrue because the title to the dwelling is in the wife and to the personalty in the husband.

Where a policy stipulates that if the property shall be incumbered without consent of the company the policy shall be void, an incumbrance created after the policy and before the loss without the consent of the company vitiates the policy.—*Webster v. Dwelling House Ins. Co.* (Ohio.) 546.

71. A statement that the premises were occupied by the assured was not false by reason of the occupancy of a part thereof by one who was interested in the establishment maintained on the premises—*Fire Ass'n of Philadelphia v. Colgin* (Tex. Civ. App.) 1004.

72. A stipulation giving the insurance company option to rebuild being void in case of total loss, insured need not comply with the

stipulation that he shall furnish plans for the new building.—*Fire Ass'n of Philadelphia v. Brown* (Tex. Civ. App.) 997.

55. A condition in a policy cannot be varied by parol evidence.

A waiver of a condition to keep books was not shown by evidence that before the policy issued the company's agent told the assured he need not keep them.—*Germania Ins. Co. v. Bromwell* (Ark.) 83.

56. An incumbrance on one of many articles insured invalidates the insurance as to that article alone.—*German Ins. Co. v. Luckett* (Tex. Civ. App.) 173.

57. Policy left to be canceled on issuance of another is not canceled until such other is issued.—*Hickey v. Hartford Fire Ins. Co.* (Sup.) 329.

58. Policy requiring notice of loss to be given to "attorney" of underwriters held to mean agent, and not legal counsellors.—*Walker v. Beecher* (Com. Pl.) 470.

59. Chattel mortgage on one article insured is not a violation of a condition that the policy should be void "if the subject of insurance" be incumbered.

Where a policy provides that it shall be void, if with the insured's knowledge foreclosure proceedings be commenced, it must appear that a foreclosure suit was commenced with insured's knowledge.—*North British & Mercantile Ins. Co. v. Freeman* (Tex. Civ. App.) 1091.

60. Where property is insured for more than the amount of a mortgage thereon, the mortgagee to whom it is payable is a proper plaintiff with the owner in an action thereon.—*Georgia Home Ins. Co. v. Leaverton* (Tex. Civ. App.) 579.

61. A condition requiring immediate notice of loss held complied with, where plaintiff, on the day following, notified defendant's agent, who immediately telegraphed defendant concerning it.—*Oakland Home Ins. Co. v. Davis* (Tex. Civ. App.) 587.

62. Condition in a Lloyds policy that no action shall be brought on it after three years is complied with by suing some of the insurers within that time, the policy providing that actions shall be brought against only one insurer at a time.—*New Jersey & P. Concentrating Works v. Ackermann* (Sup.) 489.

63. The return of a policy for the purpose of a change in the verbiage only does not make a new contract.—*American Fire Ins. Co. v.*

First Nat. Bank (Miss.) 931.

Where defendant's agent has knowledge of other insurance, in violation of the conditions of a policy, and makes a change in such policy, and returns it, the breach of the condition is waived.—*Same*.

64. An insurance company may limit the amount of insurance which may be effected upon any property which it insures.

A provision limiting the amount of insurance which may be effected upon the property may be infringed by insurance on a part only of the property.

A representation by a fire insurance agent that the taking of a certain policy will not conflict with the carrying of other insurance is a representation, not of a fact, but of a conclusion of law, and is not binding on the insurer.

Knowledge by an insurance agent, obtained otherwise than through such agency, held not to affect the company.—*Union Nat. Bank v. German Ins. Co.* (C. C. A.) 473.

65. Acts of adjuster may waive presentment of proofs of loss, though contrary to terms of policy.

The insured, and owner of the property, may properly bring an action on an insurance policy, though it has been assigned to a mortgagee to the extent of her interest.

Where application is made to agents, who deliver a policy and collect the premium, the contract is made at the time and place of the delivery and acceptance of the policy.—*Perry v. Dwelling House Ins. Co.* (N. H.) 731.

66. Damage by an explosion cannot be considered as resulting from fire because the explosion was presumably ignited by a match.—*Phoenix Ins. Co. v. Greer* (Ark.) 840.

67. A policy payable to a third party in case of loss becomes functus officio when the interest of the insured ceases.

Where a policy provides that if the property shall be sold it shall be void, a sale terminates the policy.

Where the broker who procures the policy is not the agent of the company, he cannot receive notice, and consent to the transfer of the policy.—*Richmond v. Phoenix Assur. Co.* (Me.) 786; *Same v. Liberty Ins. Co.*, *Id.*

68. Where defendant pleads, in an action on a policy, the violation of the iron-safe clause, a reply alleging the destruction of the safe by fire states a good defense.—*Sneed v. British America Assur. Co.* (Miss.) 928.

LIFE.

69. Suicide is not a "dying by his own hand" within the meaning of a warranty in the application, where the reasoning faculties of the insured are so far impaired that he is unable to understand the moral character, general nature, consequences, and effect of his act, or that he is impelled by an irresistible suicidal impulse.

A warranty in the application that the insured will not die by his own hand has the same effect as a condition in like terms in the policy.—*Mutual Life Ins. Co. v. Leubrie* (C. C. A.) 843.

70. By failure to pay premium for the third year, and giving a note therefor, insured could not recover the surrendered value at the end of the third year.—*Kinne v. Michigan Mut. Life Ins. Co.* (Wis.) 359.

71. Designation of beneficiary as "estate" on death of beneficiary named in original policy held to mean "estate" of deceased beneficiary.—*Cooper v. Metropolitan Life Ins. Co.* (Sup.) 129.

72. Applicant who answers questions truly, is not affected by falsity in answers written in application by insurer's agent.—*Robinson v. Metropolitan Life Ins. Co.* (Sup.) 146.

Provision in policy that no obligation was assumed by insurer unless insured was in "sound health" refers to his physical condition.—*Same.*

Prohibited Lists in New York.

From the "Brokers' Column" in *The Surveyor*: "No one knows better than the broker the everlasting damphoolishness of prohibited lists. Every time we run up against the impervious response to an application: 'We don't write that class,' the profanity is generally audible and always mental. Prohibited lists are like the 'ghost spaces' we hear the marine underwriters talking about; they give the broker more unnecessary worry and work than any other circumstance connected with the business. The lack of consistency is the most irritating point. One company will have a certain class of risks on its prohibited list say in January; when February comes along that class of risks will be taken off and some other class not previously on will take its place; and so on, through all the months ring-

ing changes on a large number of classes. This child's play helps to make life interesting for the broker, it keeps him guessing all the time and he never knows where he is at. The number of the companies that indulge in this pleasant practice may be approximately estimated by taking the insurance report and picking out those which have made the least money during the preceeding year."

New England Burglary Insurance Company.

The New England Burglary Ins. Co. of Boston has entered California and other Coast states, and is prepared to insure against loss by burglary, including damages to property by the burglars' use of explosives, or otherwise.

Okell, Donnell & Co. have been appointed general agents for all the Pacific Coast states and territories, and they want agents in all the principal cities and larger towns.

Burglary insurance is not a new venture. For many years there have been burglary insurance companies in successful operation in England and on the continent of Europe. The field for such insurance in this country was so large and inviting, that Manager Wheelock resigned his position as manager of the Northern Assurance for New England, to accept the management of the New England Burglary Insurance Company.

This company was organized under the laws of Massachusetts. It has \$200,000 paid-up capital, and includes among its directors some of the most prominent business men and capitalists of the North Atlantic states. Wm. H. Brewster is president and James E. Whitney, Jr., is secretary. James E. Whitney, Hon. Frank Jones and other well known men are directors.

The New England Burglary Ins. Co. issues three forms of policies—residence, mercantile and bank—covering theft of personal effects, gas fixtures, damages to doors, windows and locks and safes; also covering loss of money, bullion, negotiable securities, stocks of silks, velvets, laces, gloves, etc. Rates vary according

to form of policy and police protection. There are no restrictions placed upon un-occupancy of residences. The city home, therefore, during the vacation or temporary absence of the insured occupant, has all the protection of the company's policy.

Catching and punishing the criminal is an important part of the company's plan. The company's trade-mark, an aluminum star, is placed above the front or rear door of the residence, store or bank, where it can be seen by the burglar when he "pipes off" the place by daylight. The idea of using the star is that the burglar fraternity will know the premises are insured in a strong corporation that will, in case of a burglary, follow them up to the bitter end. Pinkerton's Detective Agency will trace all burglaries committed.

The number of burglaries in San Francisco is astonishing. We compile from police reports an interesting table of the actual arrests in this city in the last five years for burglary. As there are many cases of burglary for which there are no arrests, the reader can form some idea of the amazing extent of this crime in this city. We also print, for comparison, a table of San Francisco fire alarms.

<i>Arrests for burglary in San Francisco.</i>	<i>Fire alarms in San Francisco.</i>
1891 333	1891 414
1892 423	1892 374
1893 376	1893 497
1894 431	1894 471
1895 420	1895 445

Think of it! As often as the fire bells ring an alarm there is an arrest for burglary. This startling comparison should bring home to householders, merchants and bankers a conviction of the need of burglary insurance.

EVERY succeeding day may find uninsurable—impaired—the insurable man of yesterday. Hence, the great importance of listening to the life insurance solicitor *now*, and filling out an application *to-day*.

THE decline in the value of securities last year shows in the decline in the life insurance surplus of many companies.

THE National Life of Vermont is about to issue a new policy.

Atlas Assurance Company.

The report of the court of directors of the Atlas Assurance Co. of London, for the year ending December 31, 1895, is at hand. An increase of fire premiums is shown, and some \$200,000 was added to the fire assets. The gross fire assets are now \$3,123,720; the gross assets, including the life department, are \$10,606,295. The fire reserve funds were increased about \$115,000. The net fire premiums in 1895 were \$1,844,705. After paying \$1,016,490 losses and all expenses, a balance of \$208,615 was carried to the surplus account.

The United States branch of the Atlas is prosperous and growing. It has nearly \$900,000 assets invested in this country, \$400,000 of which is surplus.

The Pacific Coast department, under the management of Frank J. Devlin, is making a fine record, despite the strife of '95. Over \$151,000 in Coast premiums were written last year. The insurance written gained somewhat, but the premiums, under the rule of protection, were reduced by the competition which unfortunately has prevailed in this field during the past year or so.

Life Insurance Written.

<i>Company.</i>	<i>1895.</i>	<i>1894.</i>
Aetna Life	\$ 20,744,280	\$ 17,939,400
American Union	6,391,197	7,450,678
Berkshire	8,766,381	10,331,207
Conn. Mutual	11,518,525	217,115,988
Equitable Life	132,078,530	11,304,092
Germania	9,192,415	10,287,850
Home Life	12,304,313	40,046,617
*John Hancock	52,160,440	2,751,328
Kansas Mutual	2,751,328	13,881,176
Manhattan	13,881,176	20,961,000
Massachusetts Mutual	20,961,000	20,751,124
*Metropolitan Life	193,727,940	30,822,411
Mutual Benefit	32,846,458	14,769,916
Mutual Life	+141,519,326	11,050,210
National Life, Vt	15,808,053	+159,957,855
New England Mutual	11,374,724	50,436,320
New York Life	+127,492,555	4,218,537
Northwestern Mutual	53,477,102	22,303,800
Pacific Mutual	3,221,017	10,199,652
Penn. Mutual	19,354,690	12,917,368
Phoenix Mutual	11,237,658	22,114,526
Provident Life & Tr	14,839,353	219,000,802
Provident Savings	23,191,178	9,716,307
*Prudential Life	150,080,687	18,388,586
State Mutual	12,442,115	22,745,431
Travelers (Life)	15,122,712	8,404,358
Union Central	26,642,763	11,423,314
Union Mutual	8,061,763	8,759,236
United States	6,266,296	
Washington Life	7,097,441	

*Includes Industrial Business. +Paid for Business.

Life Insurance Companies Operating on the Pacific Coast.

Name.	Com- menced.	Capital.	Assets Dec. 31, 1893.	Assets Dec. 31, + 1894.	Surplus Dec. 31, + 1895.	Writ'n in 1895	Not Taken.	Am't in Force Dec. 31, 1893.	Am't in Force Dec. 31, 1894.
Pacific Mutual	1868	\$ 100,000	\$ 2,036,222	\$ 2,839,916	\$ 211,531	\$ 2,831,473	\$ 519,110	\$ 14,258,110	\$ 14,152,895
Aetna Life	1859	1,500,000	43,460,038	42,030,800	6,892,517	20,020,189	3,213,213	140,027,301	135,767,766
Connecticut Mutual	1846	"	62,754,075	62,234,025	7,066,250	11,299,266	3,213,213	158,042,056	150,666,871
Equitable Life	1859	100,000	199,757,171	185,047,315	39,444,499	125,763,219	33,075,517	925,919,553	913,556,733
Germania	1859	200,000	21,172,668	20,377,685	1,832,140	17,545,841	33,075,517	925,919,553	913,556,733
Home Life	1860	125,000	8,981,863	8,775,046	1,035,198	11,894,763	2,011,366	69,035,662	68,867,735
Manhattan Life	1859	100,000	14,199,693	13,751,318	1,866,026	13,566,913	4,899,218	42,247,014	41,012,174
Massachusetts	1851	"	17,065,291	15,653,366	1,270,686	20,661,000	4,912,550	91,071,661	89,818,286
Mutual Benefit	1843	"	58,269,157	55,698,362	4,076,806	31,003,910	4,102,821	28,274,518	28,369,558
Mutual Life, Vt.	1843	"	221,213,721	204,638,781	26,866,591	144,589,336	1,361,085	89,458,787	85,207,778
National Life	1859	"	12,144,539	11,045,671	2,149,805	15,885,061	2,501,068	97,723,042	94,975,940
New England Mutual	1843	"	25,297,584	24,276,448	2,143,200	12,721,460	1,561,085	89,458,787	85,207,778
New York Life	1858	"	174,794,991	162,611,770	24,038,678	15,476,391	7,393,986	97,723,042	94,975,940
Northwestern Mutual	1858	"	82,092,390	73,324,691	10,513,501	53,476,391	3,926,350	97,723,042	94,975,940
Penn.	1847	"	27,265,453	24,966,660	3,369,731	19,351,600	3,926,350	97,723,042	94,975,940
Provident Savings Life	1875	100,000	1,914,180	1,787,181	715,361	24,721,980	2,594,190	130,146,317	126,537,075
Travelers	1866	"	16,240,715	17,664,667	2,366,159	15,691,072	2,922,783	81,814,921	84,025,038
Union Central	1867	100,000	14,312,154	12,715,671	1,637,112	25,732,511	4,410,567	87,355,158	84,364,539
Union Mutual	1819	"	6,781,569	6,597,336	443,260	7,888,208	1,396,400	81,250,278	78,211,298
Washington	1860	125,000	13,955,065	13,327,518	523,291	6,510,438	1,134,749	36,932,148	36,312,041

* On basis of paid for business only.

+ Admitted by insurance departments.

+ On basis of "admitted" assets.

Palatine Fire Insurance Company.

In reference to the article on "Fire Business in the United States in 1895," in our last issue (says *The Review* of London), it should be observed that the great increase in the premium of the Palatine in 1895 over 1894 was largely due to extensive re-insurance (*pro rata*) contracts, entered into in the early part of the year, in respect of which the liabilities had mainly expired before the 31st December. This naturally has a very important bearing upon assumed reserve for unearned premiums and consequent profit or loss. The Palatine, taking a general view of its situation, has made a distinct advance in every way from a strictly commercial point of view. Both the assets and the reserves have increased, whilst it is obvious that under the conditions under which the Palatine conducted its business last year, the surplus, although showing a slight decrease on arithmetical grounds, should really be considered to be in a much more favorable condition. The period of the year in which business is done materially affects the statement made on the 31st December, on which an arbitrary insurance reserve is claimed as necessary. There is an increase in assets of about £95,000, whilst the reserve shows an increase of about £80,000.

The United States management of the Palatine is progressive, popular, and profitable to the company. The total receipts of the United States branch in 1894 amounted to £476,000; in 1895 these had increased to £624,000. Now it is important to notice that if the liabilities on the re-insurance contracts referred to above had mostly expired before the 31st of December, the necessity for a large assumed reserve disappears, and a theoretical loss is converted into a real profit. We should have hardly thought it necessary to refer to this again, except as illustrating how impossible it is to present any general tabular statement which shall convey the exact and literal truth to everyone.

The Caledonian.

is also arithmetically affected by the table, and yet the Caledonian is in a really infinitely better condition than the table exhibits. There is one comfort which these excellent offices may take to themselves—that the year 1896 will, on the same basis, show remarkable improvements in the statements of profit and loss. There never will be an accurate estimate taken of the financial position of any fire office, until the risk covered by each annual premium is divided into 365 portions, and those

unexpired 35ths separately calculated. But we tremble for the percentage of expenditure when we consider the book-keeping necessary to bring out such results. Yet nothing else would show the state of affairs with strict accuracy.

Westchester Fire Insurance Company.

This old and successful New York company will next year be able to advertise itself as sixty years old. It is advancing in years, but better still, it is also advancing in assets, surplus and premiums.

Last year's experience resulted in the addition of \$70,000 to the assets and a gain of \$106,000 in net surplus, with a slight increase in the reinsurance reserve, indicating a gain in new business.

The annual figures of January 1st are: \$2,032,444 assets; \$474,180 net surplus; \$774,180 surplus as regards policyholders; premiums, \$1,331,644; income, \$1,402,795; losses and expenses, \$1,302,373, thus leaving a handsome balance of over \$100,000.

Here on the Coast, under the conservative management of D. A. Spencer, who has charge of the department, the Westchester engaged in no scramble, but wrote good business at the old rate at the old stand.

Massachusetts Mutual Life Insurance Company.

The forty-fourth annual report of the Massachusetts Mutual Life Insurance Co. of Springfield, Mass., is a very satisfactory one to both the management and the policyholders. There were substantial gains all along the line of items, excepting in the disbursements. The resources of the company were increased, and the surplus was increased although more dividends were paid policyholders. A gratifying feature of the statement is the large decrease (\$64,000, or nearly 20 per cent.) in the amount paid for surrendered and canceled policies.

Here in brief is a summary of the annual statement of the Massachusetts Life, worth noting as a good example of sound life insurance, even if you are not a policyholder: Premiums, \$3,366,278—gain, \$215,000; gain in income, \$242,000. Disbursements, \$2,782,284—decrease, \$19,000; paid policyholders, \$1,881,724; surplus re-

turned to policyholders in dividends, \$442,741. Assets, \$17,005,291—gain, \$1,350,000. Surplus, \$1,270,168—gain, \$127,000. Policies issued in 1895, \$20,961,000—gain, \$565,000. Insurance in force on January 1, \$97,071,661—gain, \$7,000,000. Splendid prosperity!

Here on the Coast the Pacific department, under the management of C. M. T. Parker, is gaining a strong foothold, extending its representation and increasing its premium receipts.

The National Surety.

Following are the annual figures of the National Surety Co. of Kansas City, Mo.: Assets, \$492,664; surplus to policyholders, \$397,410; surplus over capital, \$47,410; premiums, \$182,482. Assets gained \$100,000 by increased capital and \$53,000 by increased and profitable business. Net surplus was more than double. Premiums increased \$44,000 or 30 per cent., but losses decreased.

The National Surety now has a Coast department in San Francisco, in charge of James H. Borland, general agent. This recently established department has secured some of the largest and most desirable lines on the Coast. The home office may confidently expect a large increase of business in this field in 1896.

American Branches of European Offices.

Following we present a summary of the annual statements of the American branches of various fire offices of Continental Europe, as filed with insurance departments, for the year ending December 31, 1895. In addition to the companies named, the Aachen & Munich, Magdeburg Fire, Helvetia Swiss, and Baloise, the first three of which have organized or are preparing to organize branches covering the whole United States as well as the Pacific Coast.

HAMBURG-BREMEN.

Unusually large gains in assets, reinsurance reserve, surplus and premiums, by the American branch, last year. Decreased losses, too, and losses incurred only 49 per cent. of the premiums. Assets, \$1,422,723;

surplus, \$521,090; premiums, \$1,123,704; income, \$1,170,882; expenditures, \$981,299; profit on underwriting account, nearly \$150,000. A very handsome showing this, for the American branch of the Hamburg-Bremen.

NORTH GERMAN.

Only recently established, but growing rapidly, the American branch of the North German, with headquarters in Chicago, reports \$595,674 assets invested in this country: \$234,597 surplus; \$471,397 premiums; and a progressive, prosperous year generally. Assets gained \$140,000, or about 30 per cent.; premiums gained \$231,000, or nearly 100 per cent. The North German was successfully represented many years in this Coast field before establishing a United States branch with invested assets.

PRUSSIAN NATIONAL.

The American branch of this German company likewise has its headquarters in Chicago, and also is only a few years old. This statement does not take into consideration the fact that the Prussian National was represented many years on the Pacific Coast, as a general agency before the present branch, with its invested assets and large agency plant, was established. The Prussian National has \$786,413 invested in the United States. Of this amount the handsome sum \$345,016 is surplus. The premium income last year was \$463,137. The reinsurance reserve is \$333,154, a gain of \$23,000.

THE SVEA.

The new United States branch of the Svea has deposited \$200,000 with the state treasurer of Connecticut. The branch statement of January 1st is as follows: Total United States assets, \$261,832; total liabilities, \$38,975; surplus, \$222,856. The receipts last year, all from the Pacific Coast, were \$60,302; the losses were only \$26,359. The expenditures of the branch were \$54,198. It is only recently that the Svea established an American branch, with invested assets and special deposit; but for many years the company has been doing business on the Pacific Coast—lat-

terly, very successfully, in the general agency of Brown, Craig & Co.

TRANSATLANTIC.

Very creditable gains are shown in the comparative figures of the American branch of this Hamburg company, which has its American headquarters in Chicago. Assets, reserve, surplus, premiums—all made gains. Here are the figures of January 1st: Assets, \$704,137, a gain of \$80,000; reinsurance reserve, \$261,167, a gain of nearly \$50,000; surplus, \$345,142, a gain of \$25,000; premiums, \$418,467, a gain of over \$12,000.

Fidelity & Casualty Company.

The past year was one of the best years in the history of the Fidelity & Casualty Company of New York. Great gains were made, handsome dividends were paid, and the book value of the stock took a long step forward.

The Fidelity & Casualty's annual statement contains these totals: Assets, \$2,448,097, a gain of nearly \$264,000; surplus to policyholders, \$568,995; surplus over capital, \$318,995—a handsome sum indeed; premiums last year \$2,500,958, a gain of \$117,000 over the previous year; losses, 36 per cent.

On the Pacific Coast the Fidelity & Casualty does its share of business, under the direction of Resident Manager S. C. Pardee. Very creditable gains are shown in the reports to the California insurance department—gains in both the accident and casualty departments, the former including personal accident and employers' liability, and the latter, fidelity, steam boiler, elevator and plate glass business.

American Central Insurance Company.

Very creditable gains are shown in the annual statement of this old St. Louis company, compared with that of the preceding year. To the assets, \$29,000 added; reinsurance reserve increased; \$25,000 added to the surplus; and the premiums increased.

The annual figures are: Assets \$1,661,187; net surplus, \$251,241; surplus to policyholders, \$851,241; premiums, \$802,695;

losses, \$484,220; dividends, 10 per cent., as usual, which is considerably less than the interest earnings. There was a good profit on the underwriting account, besides this balance, both of which swell the surplus account.

The American Central is a conservative company, which always maintains a handsome net surplus, even if the stockholders' dividends have to be shaved a bit, which is in the interest of the policyholders. On these very conservative lines, the company advances steadily in business, accumulating assets, increasing its surplus funds, and adding to its premium receipts even in times like these.

Maj. Christensen, formerly the secretary, now has charge of the Pacific department, and is directing its affairs in the future "with a judicious regard for the future."

Life and Casualty Paragraphs.

JOHN S. GAFFNEY has been appointed inspector of agencies for the Equitable Life.

FRANK BALLARD, superintendent of agencies of the Equitable Life, died recently.

THE Penn Mutual confesses to \$12,000 resisted claims. No Pecksniffian pretense this year.

SINCE organized, the Mutual Life has paid in death claims and endowments \$208,698,438.

DOWN in Wichita, Kansas, Walter H. Graves has a grievance against somebody connected with the New York Life: hence, his pamphlet.

ACCORDING to a New York newspaper there is a physician who advertises a specialty of "doctoring" rejected risks, so that they can pass a medical examination.

INDUSTRIAL insurance employs so many agents and solicitors that the industrial companies could easily and effectively exercise a wholesome political influence. Votes count with legislator cranks and cinchers, where common sense and justice are without influence.

It is reported that the Equitable Life has issued a \$200,000 policy, payable in fifty annual installments of \$4,000 to the insured's son or the latter's heirs: annual premium \$3,975.

AN English accident company undertakes to pay life insurance premiums during the term of the accidental disability of the policyholder. This is a more sensible extra inducement than a rebate.

TILLES the talker with "Talks" has returned to Arkansas as general state agent for the Provident Savings, and will doubtless talk a great many people into insuring in his excellent company.

THE Cincinnati Life Underwriters Association has resolved to lunch regularly once a week at a certain restaurant. "Talking shop" is prohibited under penalty of "1 large bot." Non-members are invited. No "cold shoulder" nor "hot roast" on this fraternal bill of fare.

THE Ocean Accident, etc., advertises that it makes a special feature of cycling insurance, including racing and training risks. It pays "its weekly cycling allowance every week," too—not daily nor monthly. This corporation prints a "half tone" of an impossible cycling accident which will persuade the cyclist to quit wheeling rather than insure.

GUIDE TO ACCIDENT INSURANCE.—John Bain of the *Insurance Gazette* of Belfast, Ireland, publishes a valuable guide to accident insurance. The different conditions in the policies of all the British accident offices are analyzed and tabulated. This is something new in accident insurance, and Mr. Bain's work really fills a long felt want. His "Guide" will be of service to American accident offices, as well as to those for whom it is primarily intended. The price is sixpence paper bound. Every accident insurance agent in the British empire can make good use of the "Guide." We congratulate Mr. Bain on his enterprise. He has rendered excellent service to accident insurance interests in Great Britain and elsewhere.

THE fifth trial of the famous Hillmon case is now "on" at Topeka, Kan. The daily newspapers will proceed to find Hillmon once more.

THE Michigan Life Insurance Agents' Association has adopted new rules designed to suppress dead-beat solicitors. Dismissal "for cause" is to be reported to all members of the association. Debtor solicitors are not to be employed. The penalty of violation of this rule is the payment of the debt by the agent that employs the debtor.

THE life department of the Liverpool & London & Globe advertises in the Australian papers: "This company has created a new life insurance table especially adapted for young people receiving small salaries with good future prospects. Half amount of ordinary premiums payable annually during the first five years. Payments of full amount insured after payment of first premium."

THE "notorious"—so our exchanges say—Joseph R. Dunlap, publisher Chicago *Dispatch*, has been sentenced to the penitentiary by a federal jury, not for abusing and attempting to blackmail the New York Life, as formerly alleged, but for sending improper literature through the mails. His paper contained massage and vapor baths advertisements! May our San Francisco leading dailies take warning. But was this really the reason Dunlap was prosecuted by the federal folk?

THE advantage of a bicycle policy over a regular is very slight if any, in fact as it is now issued is undoubtedly far inferior. In the first place a regular policy costs only about \$4 per one thousand, which is not much more than the special bicycle rate, but which covers the bicycle hazard in addition to the regular risk, and anyone will concede that the bicycle is the lesser hazard, even in the case of a confirmed cyclist. Another objectionable feature is that the bicycle policy does not cover against loss while racing, and the clause is worded in such a way as to give a chance

for misrepresentation by agents. It reads thus: "while and in consequence of riding upon a bicycle for purposes of business, pleasure or recreation, but not racing." The point is whether this refers to regular racing or a brush or skirmish with a friend or stranger on the road in casual speeding. *Insurance Herald*.

THE Bankers Alliance has eighty-two members over 60 years old. They are insured for \$190,000. The death rate among these eighty-two elderly men will be high. The mortality cost alone, including \$5 a year for expenses, will average \$71 per \$1,000 a year, or \$177 per policy of \$2,500. Do you believe these elderly men are each paying this amount a year? If not, the other members must make good the deficit, or the association cannot pay its death claims. Are you willing to join and help relieve the association of the burden it assumed when it insured these men at too low rates without any due contribution to the reserve?

ONE of our life companies makes a technical defense to a claim, as printed in our Legal Digest this month. There may have been good grounds for resisting the claim, but they do not appear in the report of the case. The company defended on the ground that insured's maiden name was incorrectly stated; and on the ground that the insured had had la grippe two years and nine months before, but had said the sickness was three years before! Isn't such a defense supremely ridiculous? How unworthy an old line life insurance company! The managers of the Penn Mutual Life should be heartily ashamed of themselves.

—COLORADO FIRE BUSINESS.—Supt. Walpole sends us advance sheets of his forthcoming report. Total premiums last year were \$1,499,017, about same as in 1894. Losses incurred, \$635,554. Average premium rate, 1.65. Losses paid, 34.68 per cent., indicating, possibly, the return of better times. In premium receipts the Liverpool & London & Globe leads, with the Hartford Fire and Ins. Co. North America not far behind.

—Denver.—Watson & Gilbert now represent the Hanover.

Equitable Life Agency in the Northwest.

L. SAMUEL, MANAGER.

The Oregon and Idaho department of the Equitable Life Assurance Society, with headquarters at Portland, Or., has recently been placed under the management of Mr. L. Samuel, a well known life insurance man whose picture we are able to print herewith.

Mr. Samuel in early life was a Californian. He was reared and educated in Sacramento, and for a time was in the publishing business there. Twenty years ago he went to Oregon. For a time up to five years ago, Mr. Samuel was publisher of *The West Shore*, a well known Northwest publication.

Five years ago Mr. Samuel entered the service of the Equitable Life Assurance Society, and he speedily made a good record as an active and successful worker. His enterprise and ability led to his appointment to the responsible position of manager of the society's department for the Pacific Northwest. Our knowledge of Mr. Samuel's reputation and energetic methods prompts us to congratulate the Equitable on this appointment.

Mr. Samuel's field is a very extensive one,

embracing some of the finest territory in the Great West. It includes Oregon, Idaho and all of Washington bordering on the Columbia river—rich territory in which the new manager is entirely at home. We may therefore confidently predict a large and healthy increase of the Equitable's business in the Pacific Northwest, under the new management.

Covenant Mutual Benefit.

Commissioner Fricke has notified the Covenant Mutual Benefit Association of Galesburg, Ill., to appear April 9 and show cause why a license to do business in Wisconsin should not be refused on the ground that the Association issues limited payment life policies with cash surrender, extended and paid-up insurance features without adequate reserve; that the policy is not definite so policy holders may know their rights and liability, and that the literature is calculated to be misleading.

Wildcats.

The following Virginia wildcats are now outlawed by the legislature of that State. Some of them have been doing an underground business on the Pacific Coast. All hail from Virginia towns:

Atlantic, Commonwealth, First National, Farmers & Mechanics, German-American (Richmond), Monarch, National City, National Home, Norfolk, Old Dominion, Pequannock, Phoenix (Alexandria), Planters, Potomac (two), Provident, Roanoke Underwriters, Shenandoah, United, Virginia Farmers, Westmoreland.

A High Compliment.

It is a compliment to a man's heart and intelligence and physique and appearance of financial and moral worth—a high compliment—to ask him to insure his life. Yet the response of some men shows that they are utterly unworthy of this compliment.

There is a "Clergy Mutual" in England. Properly, the address is, "The Sanctuary," Westminster.

March Fires.

OREGON.

11. Marion co., fr hop barn:	
Western Assurance	\$6000
17. East Portland, fr dwg and conts:	
Phoenix, Hartford	\$675
13. Yamhill co., farm property:	
Continental	\$600
30. Mitchel, bldg and conts:	
Firemans Fund	\$3,500
Rhode Island	280
1. Sherman co., fr dwg and conts:	
Home Mutual	\$1,074
16. Umatilla co., fr dwg:	
Royal Exchange	\$600
7. Canyon City, dwg:	
Norwich Union	\$750
Losses under \$500	\$3,197
Total Oregon	\$11,216

IDAHO.

18. Burke, quartz mill:	
North British & Mercantile	\$ 3,750
Phoenix, London	4,000
Sun, London	1,500
Union, London	2,000
Home Mutual	2,000
Union, Philadelphia	1,200
Ætna	2,250
Firemans Fund	3,200
Rhode Island	1,600
Ins. Co. State of Penn	1,600
Continental	2,000
Alliance	3,542
Manchester	9,450
Greenwich	1,875
Caledonian	9,225
American, N. J.	3,789
Palatine	4,000
Phenix, Brooklyn	5,850
American, Pa.	3,150
Pennsylvania	3,150
Svea	3,450
Commercial Union	850
Hartford	6,000
New York Underwriters	2,000
Royal	6,600
Scottish Union	2,100
Providence, Washington	1,000
Total	\$40,822
21. Payette, fr boarding house:	
Phoenix, London	\$1,500
Phenix, Brooklyn	949
Losses under \$500	\$ 99
Total Idaho	\$92,370

WASHINGTON.

26. Kitsap co., fr dwg:	
Scottish Union	\$498

12. North Yakima, hldd goods and dwg:	
Imperial	\$ 62
Liverpool & London & Globe	575
23. Seattle, laundry and stable:	
Norwich Union	\$1,000
7. Chehalis, gen'l mdse:	
Phoenix, Hartford	\$500
30. Everett, dwg:	
National, Hartford	\$710
. Tekoa, fr dwg:	
. London & Lancashire	\$500
. Tacoma, dwgs:	
. Atlas	\$1,000
13. Seattle, contents dwg:	
North German	\$2,715
10. Tacoma, fr dwg and conts:	
Western	\$700
18. Seattle, fr dwg:	
Royal Exchange	\$500
13. Seattle, fr dwg:	
North British	\$2,900
30. Sprague, packing house, butcher shop, etc.:	
Firemans Fund	\$ 800
Phoenix, London	1,900
Phenix, Brooklyn	1,000
18. Lake Samamish, steamer:	
Svea	\$800
1. Tacoma, saw mill:	
Hartford	\$590
Losses under \$500	\$14,284
Total Washington	\$31,664

*

MONTANA.

8. Helena, stock and fixtures:	
North German	\$540
Hamburg-Bremen	504
16. Missoula co., farm property:	
Continental	\$600
26. Missoula, fr dwg:	
Scottish Union	\$591
1. Livingston, stock and fixtures:	
American, N. J.	\$675
26. Bozeman, dwg:	
Hartford	\$450
2. Miles City, fr dwg:	
Commercial Union	\$1900
25. Great Falls, furni and apparel:	
Milwaukee Mechanics	\$750
Losses under \$500	\$3,182
Total Montana	\$9,252

BRITISH COLUMBIA.

6. Vancouver, saw and shingle mill:	
Ins. Co. North America	\$1,000
Losses under \$500	\$320

NEW MEXICO.

Losses under \$500	\$807
------------------------------	-------

ARIZONA.

3 Prescott, boarding house:	
Phoenix, London	\$10,000

COLORADO.

8 Denver, stock of furniture:	
Magdeburg	\$984
6 Denver, mdse:	
Firemans Fund	\$1,175
27 (Feb) Trinidad, laundry machinery:	
Palatine	\$500
16 Durango, dwg:	
National, Hartford	\$831
1 Denver, furniture store:	
Alliance	\$535
12 (Feb) Weld co., dwg and contents:	
North German	\$1,007
19 (Nov) Montezuma co., hhd furn:	
New Zealand	\$575
Losses under \$500	\$3,631
Total Colorado	\$9,541

UTAH.

1 Ogden, packing house:	
Phoenix, London	\$635
Hamburg-Bremen	605
26 Ogden, fr dwg and contents:	
Sun, London	\$615
National, Hartford	421
Losses under \$500	\$1,732
Total Utah	\$1,335

WYOMING.

Laramie co., fr dwg and contents:	
Home Mutual	\$1,500

NEVADA.

Losses under \$500	\$11
Total outside territory	\$163,106

CALIFORNIA.

1 Alturas, dwg and contents	
Norwich Union	\$1,000
16 Alhambra, dwg:	
Alliance	\$3,000
11 Etna Mills, fr bldgs:	
Hartford	\$3,000
Palatine	1,161
16 Lake co., dwg:	
Firemans Fund	\$2,700
21 Lake co., fr dwg:	
North British	\$5,000
24 Lodesburg, schoolhouse:	
Firemans Fund	\$2,800

28 Monterey, dwg:	
Milwaukee Mechanics	\$500
20 Mountain View, dwg:	
Magdeburg	\$500
18 Haywards, fr store:	
Royal Exchange	\$926
Lancashire	740
Home, N. Y.	985
9 Berkeley, fr dwg and contents:	
North British & Mercantile	\$700
Liverpool & London & Globe	1,425
3 Butte co., fr dwg and contents:	
Phenix, Brooklyn	\$1,382
1 Jackson, fr dwg and contents:	
Phenix, Brooklyn	\$725
13 Jacksonville, dwg:	
Atlas	\$673
28 (Feb.) Mono co., farm property:	
Phenix, Brooklyn	\$1,731
3 Lincoln, fr dwg and contents:	
London & Lancashire	\$5,500
15 Fresno, fr dwg and contents:	
Phenix, Brooklyn	\$1,291
11 Orange co., fr creamerie:	
Western Assurance	\$675
7 Chico, warehouse:	
Royal	\$1,200
26 Humboldt co., fr dwg:	
American Central	\$600
4 Fallbrook, fr school house:	
German-American	\$880
2 Petaluma, dwg:	
Prussian National	\$565
14 Petaluma, dwg and contents:	
London & Lancashire	\$1,188
1 Los Angeles, stock of carpets:	
Fire Association	\$500
Los Angeles, fr dwg and contents:	
Home, N. Y.	\$1,800
23 Los Angeles, dwg contents:	
Home, N. Y.	\$750
10 Perkins, stock of groceries:	
Royal	\$839
20 Mayfield, dwg and contents:	
Ins. Co. North America	\$693
7 Monroeville, grain in warehouse:	
Ins. Co. North America	\$1,575
Home Mutual	2,320
London & Northern	600
Transatlantic	925
30 Oakland, general fire:	
London & Lancashire	\$2,975
Connecticut	2,000
Phenix, London	700
National, Hartford	400
24 Sacramento co., fr barn:	
Royal Exchange	\$1,000
25 Oroville, fr boarding house:	
Etna	\$500

4. Santa Clara co., fruit trays:			
Springfield	\$650		
National, Hartford	650		
18. Santa Cruz, winery:			
Atlas	\$680		
German American	833		
15. (Feb.) Santa Cruz, dwg and contents:			
New Zealand	\$815		
11. Tulare, dwg and contents:			
Norwich Union	\$1,100		
11. Santa Clara, dwg and furni:			
Firemans Fund	\$1,700		
6. Sacramento, fr saloon:			
Liverpool & London & Globe	\$820		
11. Santa Barbara co., dwg:			
Magdeburg	\$1,408		
4. Sacramento co., farm property:			
Continental	\$1,000		
21. Sacramento co., farm implements:			
Imperial	\$162		
29. (Feb.) Stockton, hotel and stores:			
Alliance	\$470		
14. Sacramento, fr dwg and piano:			
New York Underwriters	\$675		
30. San Jose, dwg:			
Prussian National	\$782		
17. Near San Jose, fr dwg and contents:			
Liverpool & London & Globe	\$9,500		
8. San Jose, dwg:			
Hamburg-Bremen	\$500		
18. Winehill, cooperage and wines:			
Royal	\$1,850		
11. Vallejo, fr barn and contents:			
London & Northern	\$875		
30. Rocklin, fr dwg and contents:			
Phoenix, Hartford	\$1,430		
10. Woodland, mdse:			
Firemans Fund	\$525		
18. Stanislaus co., fr ranch barn:			
Manchester	\$540		
31. Winters, fr dwg and barn:			
Phoenix, Hartford	\$2,300		
Losses under \$500	\$23,613		
Total California, San Francisco Ex.	\$115,035		

SAN FRANCISCO.

16. Saloon contents:	
Norwich Union	\$650
26. (Feb.) Furniture stock:	
Fire Association	\$788
9. Frame dairy depot:	
German-American	\$850
8. Stock and fixtures:	
North German	\$800
16. Brick building:	
Manchester	\$515
Caledonian	515

18. Bag factory:	
Manchester	\$ 600
Sun, London	1,586
Orient	1,000
Scottish Union	1,800
Commercial Union	2,810
Western	548
British America	548
Union, London	1,879
Home, N. Y.	2,398
National Hartford	1,485
Springfield	742
Phoenix, London	625
Royal Exchange	700
Etna	1,503
Imperial	751
Lion	375
Firemans Fund	1,743
Milwaukee Mechanics	1,593
Alliance	2,000
Hartford	600
London & Northern	1,000
Queen (building)	2,700
Total	\$27,515

18. Merchandise:	
Firemans Fund	\$1,020
18. Brick building:	
Connecticut	\$1,470
23. Frame dwelling:	
Etna	\$1,018
21. Frame laundry:	
Etna	\$581
Merchandise and furniture:	
Westchester	\$539
15. Brick building:	
Royal Exchange	\$ 735
Royal	735
Queen	1,470
31. Frame dwelling and contents:	
Phoenix, Hartford	\$1,375
Losses under \$500	\$ 5,837
Total San Francisco	\$49,413
Total California	\$164,448
Total Pacific Coast	\$337,554

Losses by Companies.

American, Pa.	3,897
American Central	1,172
Aachen & Munich	594
Etna	9,054
American, N. J.	4,485
Atlas	3,870
Alliance	10,892
British America	654
Commercial Union	7,675
Caledonian	10,309
Continental	5,015
Connecticut	3,640
Firemans Fund	23,308
Fire Association	2,513
Firemens, Baltimore	128

Our X Rays.

The editor of the *Spectator* does not read *Insurance*, but he recently paid a Chicago lawyer for reading it. It goes without the saying, that the lawyer earned his fee. *Naughty Ex.*

The Ball Nozzle people advertise their wonderful invention only in insurance journals with a general and paid circulation; hence *Views* and *Insurance* see no merit in the ball nozzle and do not hesitate to misrepresent it. Cohen and Davis make a good pair to draw up with a rope — *Truthful Ex.*

Washington Fire Business in 1895.

Name of Company.	Premiums.	Losses Incurred.
Lancashire	\$ 21,744	\$ 14,405
London Assurance	8,731	12,516
Northern Assurance	8,731	12,516
Magdeburg	8,413	6,313
Hanover	12,094	6,789
Orient	14,149	9,270
Aachen & Munich	1,000	62
Commercial Union	43,789	17,115
American Central	7,098	8,441
St. Paul	2,202	4,206
Western Assurance	17,969	10,200
Norwich Union	23,119	30,549
Phoenix Assurance	19,328	11,002
Atlas	14,990	1,043
Liverpool & London & Globe	57,837	32,005
Ins. Co. North America	15,196	3,196
Home	26,351	14,296
Phoenix	26,351	14,296
Royal	23,119	30,549
London & Lancashire	29,823	18,537
Imperial	13,512	6,664
Hamburg-Bremen	22,425	13,690
Lion	11,133	1,323
Sun	11,654	13,855
Pennsylvania	11,108	9,823
Phenix	29,370	37,009
American. Pa.	8,198	6,193
Alliance Assurance	10,625	1,028
Transatlantic	11,105	10,921
Firemans Fund	44,552	22,257
Milwaukee Mechanics	8,845	8,152
Fire Association of Pa	9,163	10,096
Home Mutual	19,043	8,006
Greenwich	4,325	339
Manchester	19,658	12,697
Caledonian	20,304	9,699
American, N. J.	6,806	3,579
North British & Mercantile	28,189	27,135
United Firemens	1,223	5,296
Hartford	45,595	22,863
Prussian National	4,851	6,948
Palatine	44,369	29,894
North German	17,797	7,311

Franklin	1,875
Greenwich	4,197
Germania	7,348
German-American	11,226
Home, N. Y.	1,081
Hartford	8,611
Hanover	237
Home Mutual	2,145
Helvetia	2,793
Hamburg-Bremen	1,680
Imperial	3,875
Ins. Co. State of Penn	1,066
Insurance Company of North America	11,659
Lion	2,054
London and Lancashire	3,174
London and Lancashire	13,799
Lancashire	3,268
London & Northern	4,319
Liverpool & London & Globe	12,195
Milwaukee Mechanics	12,350
Magdeburg	4,775
Manchester	3,095
North British & Mercantile	6,439
Norwich Union	6,471
New York Underwriters	2,779
North-German	14
National, Hartford	2,330
New Zealand	11,160
Northwestern National	382
Orient	7,727
Phoenix, London	3,594
Providence, Wash.	7,355
Palatine	1,788
Pennsylvania	18,067
Phoenix, Hartford	4,764
Prussian National	5,110
Phenix, Brooklyn	13,407
Queen	1,930
Royal Exchange	4,441
Royal	3,814
Rhode Island	5,468
Svea	287
Sun, London	1,752
Scottish Union & National	2,009
St. Paul	1,200
Springfield	4,009
Transatlantic	1,566
Union of Philadelphia	3,487
Union, London	
Westchester	
Williamsburg City	
Western	

Coast Monthly Fire Insurance Losses.

CALIFORNIA.			
Month	1896	1895	1894
January	\$ 94,559	\$ 103,457	\$ 152,580
February	153,116	140,517	323,898
March	161,448	113,812	179,778
First quarter	\$ 417,113	\$ 357,786	\$ 656,256
ENTIRE COAST.			
Month	1896	1895	1894
January	\$ 218,220	\$ 245,720	\$ 106,021
February	258,493	293,676	494,475
March	337,554	208,027	381,308
First quarter	\$ 814,177	\$ 837,323	\$ 1,247,807

Westchester	12,274	11,588
Union Assurance Society	11,338	8,877
German-American	22,218	18,438
Continental	13,724	15,005
Springfield	20,688	15,237
National	31,236	28,483
Etna	18,804	11,933
Royal Exchange	9,424	1,249
Connecticut	9,466	4,324
Franklin	7,693	4,332
Williamsburg City	4,005	978
British America	13,477	7,650

Total \$690,561 \$665,102

Losses to premiums, 67 per cent.

The Home of New York in the Pacific Northwest.

In the face of the demoralized state of the fire insurance business in California, the action of the Home of New York in writing a line on the Marquam building in Portland, Or., at less than tariff rates is most regrettable. It seems that the insurance on this building and on several others in the Northwest is controlled by a mortgage loan company in New York. The Home, it is said, has first call when on equal terms with other companies for its lines on the property of this loan company.

In the case of the Marquam building the Home claims that offers were made and policies written by companies signers of the Northwest Insurance Association, and to secure its share of that insurance it was forced to cut the rate.

Certain companies were named by the Home people as being guilty of the offense named. Manager Stillman of the Northwest Insurance Association corresponded with the Home, and last month called on the company in New York, but could not induce the officers of the Home to recede from the position they had taken in the matter. They asserted that they had unquestionable evidence justifying their action, and therefore refused to cancel the policy.

The executive committee of the Northwest Insurance Association made complaint through Manager Stillman to the San Francisco signers of the Northwest agreement, and a meeting was called in this city on Friday, the 3d inst., when the complaint of the Northwest was read and

discussed. A committee, with Chas. D. Haven as chairman, was appointed to investigate the matter and report. The committee called on Capt. Magill, manager of the Home here, who had signed the Northwest compact. Mr. Magill furnished the committee with all the evidence he had on the subject, which consisted of the correspondence between himself and his company.

It seems that Mr. Magill strongly advised against the action which the Home was about to take and which they afterwards did take. The Home people assured him that they were fully cognizant of all the facts in the case of this risk, and instructed him to write the policy as indicated. In this connection it is claimed by many of the signers of the Northwest agreement that Mr. Magill should have given notice to his co-signers that he was instructed by his company to write the policy on this building at a cut rate. Mr. Magill claims, on the other hand, that the association, through Manager Stillman, was cognizant of all the facts at the time, Mr. Stillman being in correspondence at the time with the Home people on that subject.

The committee made report to a meeting of the signers on the 9th inst., to the effect that it was making progress in the matter, and it was granted further time. Manager Stillman returned to Portland on the evening of the 9th inst., taking the report of the San Francisco meeting to the executive committee of the Northwest.

If the violation of the Northwest agreement is not repeated by the Home people, it is believed that the Northwest Insurance Association can be preserved. Manager Magill of the Home and Phoenix has assured the San Francisco committee that he will strictly observe the rules of the association, as he always has done, unless otherwise ordered by his companies.

In the matter of some of the companies named by the Home people as having written lines on the Marquam building, conclusive evidence has been furnished that these companies were not only not

guilty of the offense of writing the risk below tariff, but that they had not written on the building at any rate. The question now is, What other companies carry this line, and at what rate? Unless the Home people can furnish stronger evidence than is at hand they must admit having forced their manager to violate an agreement signed by him for the company.

The Pacific Mutual in New York.

President Moore of the Pacific Mutual Life Insurance Company, of this city, visited his Eastern agencies last month, returning on the 5th inst. Mr. Moore reports the general business outlook in the East as encouraging. He visited his agencies at New Orleans, in North Carolina, Cleveland, O., Grand Rapids, Mich., Chicago, St. Louis, and Denver. During his visit he opened an agency at Louisville, Ky., with Myron C. Long as manager for Kentucky and Tennessee. Also an agency for New York and Pennsylvania (except the central part, now handled by A. D. Lundy & Co., at Williamsport), and appointed as manager A. A. Mosher, who will make headquarters in the American Surety Co.'s handsome office building in New York city.

Mr. Mosher is an old experienced life underwriter, a good business man, and well and favorably known throughout the East. His appointment to look after the affairs of the company in the great states of New York and Pennsylvania is looked upon as a wise one, and gratifying results from that district may confidently be expected.

Mr. Long, the new manager for Kentucky and Tennessee, is an active, experienced life underwriter. He was during 1895 assistant general agent of the Travelers for the state of Ohio.

Altogether, President Moore is highly pleased with his trip East and the prospects for a large increase in the company's business, both life and accident in that department.

A. V. TODD, lately of St. Louis, has changed his headquarters to Omaha,

Neb., where he represents the Pacific Mutual as general agent.

The Coast Review Chart

Will contain some new and valuable features this year. It will be issued as soon as the foreign offices file their statements.

Preferred Accident Insurance Company.

The extraordinary success of the Preferred Accident Insurance Company of New York continues unabated. Large gains are again reported in assets and business. Over ten millions added to the amount at risk, making a total of \$341,100,000, all personal accident business. The Preferred is in the lead in this respect.

The statement of January 1 presents these totals: Assets, \$457,145, a gain of \$49,000; reinsurance reserve \$108,504, a gain of \$30,000; net surplus, \$108,630, a gain of \$5,500; premiums, \$835,081, a gain of \$182,500; losses, 46 per cent. of premiums. Management expenses were greatly reduced.

Though a recent comer in this field, the Pacific department, under Manager Fowler, already takes a high rank in volume of Coast business.

McWhirter Case.

In the McWhirter case the United States court of appeals has decided in favor of the widow in her suit against the Connecticut Mutual Life. McWhirter, it was generally believed, was murdered by political enemies, but there was talk of suicide. Defendant's policies do not cover intentional suicide. The federal appellate court held that a man may talk of committing suicide without any intention of committing the act, and that therefore evidence of such talk was properly excluded. Judgment of lower court affirmed for \$15,000 insurance, interest, etc., in all, \$16,137. The evidence gathered by the company's representatives persuaded the management that McWhirter had concealed the fact that his life was threatened, and further that he had long contemplated suicide as a

ready escape from poverty and disgrace. Under the terms of the policy, these assumptions being true, the company was not liable.

Next Month

The COAST REVIEW will have something to say about

The Penn Mutual and

The Mutual Reserve Fund.

Utah Fire Underwriters.

The annual meeting of the Board of Fire Underwriters of Utah was held on the 6th of April, and the following officers were elected for the ensuing year: Hugh Anderson, President; Henry W. Lawrence, Vice-President; Clarence G. Sinclair, Secretary; Sam M. Donnell, Treasurer. Executive Committee: C. E. Hudson, H. G. Whitney, A. L. Jacobs, Jos. E. Caine, J. W. Rookledge, Salt Lake City, J. F. Gates, Provo, B. H. Goddard, Ogden. Grievance Committee: C. E. Hudson, A. L. Jacobs, Jos. E. Caine. Auditor: A. L. Jacobs. Manager: Sam M. Donnell.

Employers Liability Assurance Corporation.

The United States branch of this successful London company continues to increase its business. Forty thousand was added to the reinsurance reserve last year, and the premium receipts were \$85,000 more than in the previous year. The amount at risk is \$209,324,120, a gain of \$20,000,000. In the past ten years the American assets of the Employers' Liability have advanced from \$111,490 to \$1,075,911, and the surplus from \$109,885 to \$368,571. It is the leading company writing employers' liability business, but it also insures against accidents of all kinds. The Employers' Liability Assurance Corporation assumes the great hazards peculiar to its specialty, but in this department, as in personal accident, it has always paid all losses promptly and liberally.

Messrs. Okell, Donnell & Co. are general agents for the company in the Pacific Coast field. We have at hand the California figures, which give \$140,000 prem-

iums on new business. This is a gain of \$24,000 over 94's figures. In new premiums in California the Employers' Liability easily ranks first among the accident and liability companies.

Order of the Maccabees.

This order is attracting some attention now. Its growth has been phenomenal, as we learn from its poorly printed and ill spelled literature. In 1881 the membership was 700, in 1890 39,001, and on August 31, 1895, 207,102. Its rapid growth has kept down the death losses by keeping down the average. But the inevitable increase of mortality rate has only been postponed. It will come, and in its train will follow increased assessments, desertions, repudiation and dissolution, as in the case of the United Brethren, recently failed.

The Ancient Order of United Workmen and the Order of Chosen Friends are in trouble. So will the Maccabees be in trouble in time.

A lot of Michiganders have charge of this machine for the plucking of human geese. They organize "Tents" and "Hives" and have a contempt for the law of mortality so long as they can increase the membership and draw fat salaries.

Salaries! It was for these that the order was organized. It is a fraternal society in name only. As an aid society it might have a mission and the respect of well informed men. As an insurance scheme, masquerading, trifling with mortality tables, its mission is to pay fat salaries to lean officers who earn only the contempt of intelligent honest folk.

We warn the public that the Order of Maccabees is a poor reed to lean on. It will break. The beneficiaries of the members who die early, the claimants who promptly fall sick or break a leg, may collect. Other beneficiaries will have cause to regret the folly of the men who think the Maccabees can insure anything. They will live to denounce the rascality of the heartless officers who make false promises and compile swindling statistics.

The membership of the order on this Coast is as follows: Montana, 373; Washington, 933; Oregon, 731; Utah, 81; California, 2,258; Idaho, 42.

HIRAM LEE of Denver, Colorado, special for the National, is spending a few days in San Francisco.

The Bankers' Responsibility.

The Bankers Alliance of Los Angeles has appointed a number of bankers in various towns and cities to receive assessments or premium payments and receipt therefor, for a collection fee of two per cent. No doubt this is a legitimate practice, but it is somewhat misleading to the certificate-holders and others who draw the inference that the bank endorses the financial standing of the insurance association which it represents. This is a wrong inference of course, because the bank is only a collector. But, unfortunately, when the Bankers Alliance fails—as it must under its present management and plan—the general public will make no fine distinction between a collector and an agent, but will condemn the bank, and in some degree distrust it, for representing a weak and untrustworthy institution.

Under the circumstances we think we are not asking too much of the bankers who represent the Bankers Alliance, when we ask them to carefully investigate the affairs and methods and character of the association, and determine whether it is of so sound a nature as to warrant the risk of the odium attached to its failure.

More X Rays.

Truly may we paraphrase the words of the poet and say: "The Pacific Coast hath its butcheries, no less renowned than war." *Post Magazine*.

Agent. (sampling his little boy's schooling)—"How would you punctuate the sentence. 'I commend the risk having solid fire walls and thoroughly good construction?'"

Agent's Boy—"Well, I would just make a dash after *the risk*."

Agent—"All right my boy—that's just what I did, and I got the risk."—*Now and Then*.

Alliance Assurance Company.

The annual reports of the Alliance are invariably of a most gratifying character, and the statement presented to the shareholders at their annual meeting on the 11th inst., bears fresh witness to the excellence of the company's business, and the exceptional skill with which its affairs are administered. In respect both to volume and results, the transactions of the past year fully maintain, and would if possible enhance, the high reputation enjoyed by the management for careful and successful underwriting. Although the year 1894 was a most profitable one to the company, 1895 was equally satisfactory, and in one or two respects even bears very favorable comparison with it. —*London Finance Chronicle*.

Where Ignorance is Bliss.

When our esteemed contemporary *Insurance* writes upon insurance questions, which is very rarely the case, its outgivings are of a character to startle the underwriter who reads them. In a recent leading article it speaks of "tontines and other endowments." The critic who cannot distinguish between a straight life policy and an endowment is not likely to give us much valuable criticism. The tontine policy is an ordinary life policy, in no way differing from other life policies except in an option that at the end of the tontine period it may be surrendered for—in New York—the reserve computed by the American table and four and one-half per cent. interest. This surrendered value may be swelled by withheld dividends and forfeitures to any amount which fancy will permit, but there is no sum stipulated in the contract beyond what we have stated. An endowment is payable at a fixed date, the whole of it, or sooner if death occurs. If an endowment and a tontine were to meet they would not recognize their kinship unless it were by the name of the company engraved at the head of each.—*Insurance Journal*.

San Francisco Losses.

The fire insurance losses in San Francisco for the past fourteen years have been:

1882 . . .	\$ 337,846	1889 . . .	\$355,493
1883 . . .	603,322	1890 . . .	865,759
1884 . . .	415,097	1891 . . .	597,082
1885 . . .	781,278	1892 . . .	680,060
1886 . . .	1,150,526	1893 . . .	678,851
1887 . . .	553,230	1894 . . .	587,858
1888 . . .	626,043	1895 . . .	953,747

Manhattan Life Insurance Company.

Last month we had occasion to mention the examination of the Manhattan Life Insurance Co. by the officials of the insurance department of New York. The company's figures were all verified, and a surplus of \$938,718 was shown on June 30, 1895. The figures of January 1 are now at hand. As compared with those of the previous year they show gains in assets, surplus, premiums and new business.

The annual figures are: Assets, \$14,485,-441, a gain of over half a million; surplus, \$1,052,746; new insurance, \$13,789,143; premiums, \$2,083,793; insurance in force, \$61,-612,174.

The "Old Reliable" Manhattan is always at the front with all improved forms of policies, approved on trial as in the interest of all policyholders. The company's contracts are both liberal and just.

For over a third of a century the Manhattan Life has been successfully represented in this field by the well known John Landers. Manager Landers now has charge of an extensive department called the Southwest Pacific agency. Large amounts of new business have been written by the Manhattan Life in this field in recent years.

ANTHONY (R.) is out-Snidering Snider (Pop.) in the management of the Kansas insurance department. Perhaps Susan's cousin is a candidate for the senate, and by abusing insurance companies expects to capture the rural delegations. But Mr. A. can never make himself popular enough to be elected to anything by a popular vote.

Greenwich Insurance Company.

The annual statement of the Greenwich of New York shows a much more favorable state of affairs than a year ago. Assets are considerably more, and the net surplus has advanced from \$131,117 to \$201,098. Losses were much less, actually and relatively. The loss ratio was the lowest for many years, and there was a favorable balance of \$80,000 on the year's transaction. The invariable ten per cent. dividends were paid.

The Greenwich is a strong, old company. It was organized in 1834, and its net surplus is double the amount of its paid-up capital. Its claims for business are supported by a long and honorable career and by handsome surplus funds.

The Greenwich has been operating in this field for a number of years. Recently, under the management of Tom C. Grant, the company has been doing an increasing and paying business on the Coast. Last year's Coast premiums were a gain of \$10,000, and the loss ratio was only 25 per cent.

"The California commissioner will this month have a number of Lloyds examined for admission." So say numerous Eastern insurance journals, which are wrong, as is usually the case when they refer to Coast affairs.

THE American Surety was on his bond, and Arthur J. Goodwin, who is wanted in Cripple Creek, Colo., for alleged embezzlement, is therefore in the toils, in New York city, traced by an inspector of the company.

Pipe-Fed Oil Lamps.

Alameda, Cal., April 5.—There came near being a bad fire in Zingg's cigar store, 1421 Park street, last night at half-past 8 o'clock. The store is lighted by a series of kerosene lamps fed by a system of pipes from a tank in the rear. In some way the pipe in the front part of the store sprung a leak, and before anybody knew it the dripping coal oil was blazing. Being high up toward the ceiling it could not be readily reached, and the flames attained considerable headway before

they could be whipped out with blankets and cloths. Before the oil could be turned off at the reservoir a great deal had run down on the floor and ignited, and as water was thrown upon it the burning oil floated about, adding to the confusion.

Germania Life Insurance Company.

Whatever an applicant for life insurance may rightfully expect from the insurance company may be found in the policy of the Germania Life Insurance Company of New York. Safety of funds, liberality of policy conditions, ample surplus, economical management, sound business methods, conservative practices—these characterize the Germania Life and the insurance it offers.

Turning to the annual statement itself we find that the accumulations of thirty-six years exceed \$21,000,000, and that deducting the liabilities there is left a strong surplus of \$1,660,000. Gains were made last year in assets, surplus, premiums, policies and insurance in force. Over \$9,000,000 new business was written, and the total on the books advanced to \$70,000,000 in round numbers.

Manager W. A. Jacobs of the Pacific Coast department has succeeded in building up a good business within a short time, without employing the bizarre methods which are sometimes thought to be indispensable in life insurance work.

National Fire of Hartford.

The annual statement of the National Fire of Hartford is one well calculated to "bring peace and joy" to the management and stockholders, as Frederika Bremer said of Knowledge. Remarkable gains in assets, reinsurance reserve, surplus and premiums, together with a low loss ratio and a big fat profit on the underwriting account.

Here are some of these remarkable figures: Assets, \$3,860,141, a gain of \$263,000; reinsurance reserve, \$1,825,152, a gain of \$103,000; surplus, \$713,197 a gain of \$191,000; premiums, \$2,378,539, a gain of \$78,000; losses 53 per cent of premiums. Good figures all, showing progress and prosperity.

During the past decade the National Fire has nearly doubled its assets, has multiplied its reinsurance reserve six-fold, and has multiplied its premium income by nearly five.

In this field the National Fire has rapidly advanced in business under the care of Manager Geo. D. Dornin, and now has a quarter-million Coast premiums, ranking among the few leaders.

Life Business in Oregon in 1895.

	Amount Issued.	Gross Prem's.	Losses Paid.
Etna Life	\$ 126,360	\$ 13,575	\$ 8,810
*Bankers Life Ass'n	186,000	5,110	..
*Covenant Mutual	63,500	9,578	12,750
Connecticut Mutual	116,000	9,808	3,805
Equitable, New York	537,245	101,291	23,001
*Fidelity Mutual	103,000	4,668	..
Germania Life, N. Y.	31,250	2,062	11,045
*Hartford Annuity	79,500	1,234	2,000
*Massachusetts Benefit . . .	16,500	1,882	..
Mutual Life	403,127	62,632	68,353
Manhattan Life	385,552	27,390	6,200
*Northwestern Masonic . . .	29,000	9,370	..
Northwestern Mutual	325,546	88,563	34,395
New York Life	696,000	137,460	34,600
National	19,500	3,054	..
Penn Mutual	161,750	15,918	..
Pacific Mutual	58,311	23,190	11,381
Provident Savings	70,500	1,437	..
Travelers	974,500	7,660	4,954
Union Mutual	67,427	11,622	250
Washington	13,000	3,073	1,000
*Mutual Reserve Fund	57,000	4,719	5,000
Mutual Benefit	331,453	13,681	..
Massachusetts Mutual	272,000	30,482	4,000

*Assessment associations.

Accident Business in Washington in 1895.

Name of Company.	Prem's.	Losses.
*Employers Liability	\$11,802	\$3,908
Etna	868	2,360
Fidelity & Casualty	5,872	1,581
Preferred Accident	3,876	1,900
Standard	8,476	5,982
Travelers	7,533	1,314
Pacific Mutual	2,251	2,802

*Includes employers' liability.

Accident Business in Oregon in 1895.

Name of Company.	Prem's.	Losses.
*Employers Liability, London .	\$21,016	\$7,262
Fidelity and Casualty, N. Y. . .	3,776	268
Preferred Accident, N. Y. . . .	5,222	1,024
Standard, Detroit	10,223	6,144
Travelers, Hartford	7,660	4,954
Pacific Mutual, S. F.	6,175	2,289

*Including employers liability business.

Massachusetts Benefit Life Association.

A number of the New England certificate-holders of this assessment association have appointed a committee to examine its affairs, and another committee wants to resist the increase of assessments. It is intimated that the salaries are too high.

The Massachusetts Benefit is having a hard time. Since January 1st, assessments have been increased over 40 per cent., notwithstanding a large increase of membership. There is great excitement among the members, some of whom have asked for the appointment of a receiver.

More Anonymous Circular Work.

The sneak who issues anonymous circulars is now at work in California. At present the Northwestern Mutual Life Ins. Co. is the subject of his scandalous talents as a specious fabricator and compiler of meaningless but misleading ratios. Statistics when cleverly manipulated can be made to lie like the devil, and to the ill informed the soundest, safest and most economical company can be made to appear just the reverse.

In this particular case, as related by the not very particular author of the anonymous circular, a Georgian surrendered a policy after five years' payment of premiums, and was paid a cash surrender value of only \$18.47. From which the unprincipled maker and seller of this anonymous circular would have the reader draw the conclusion that the Northwestern Mutual deals very illiberally with its policyholders.

The rogue withholds the facts which were certainly in his possession.

The policy in question was issued on the life of John H. James, October 30, 1885, for \$7,000, on the ordinary life plan, at age 56. Six semi-annual premiums were paid. A cash dividend of \$103.51 was paid, and the company lent the assured \$228.52, making \$332.03 to be deducted from the total premiums. Without this loan Mr. James would not have been entitled to an offer in paid-up insurance. In 1890 the parties interested ap-

plied for paid-up insurance and were offered \$807, on condition of the payment of the notes in cash, or a cash settlement of \$269 on the same conditions. At that time Mr. James owed the company \$250.94 for unpaid premiums. Hence, on balancing the account the company could pay him only \$18.47.

Mr. James and his friends seem to have labored under the delusion that it costs nothing to carry a 56 year-old man's life insurance five years in the sum of \$7,000; but the author of this sneak circular knows the cost, and he knows also that the company has made a fair offer to Mr. James.

We can add, to their credit, that so far the solicitors of the regular life companies have not circulated this libelous stuff; but the assessment life solicitors do not scruple to circulate the falsehoods, and present arguments not likely to leave a good impression in favor of any life insurance company.

Brown, Craig & Co.'s General Agency.

For many years this general agency has been among the leaders in Pacific Coast business, very often, and generally in recent years, ranking first in volume of premiums. Last year, rather than meet the more reckless competition, this pre-eminence was quietly yielded. But after all, with a reduced premium income and business allowed to run off the books, the losses of the agency still left a profit on the year's transactions, in a year of unexampled competition of rates and commissions.

Messrs. Brown, Craig & Co. represent a quartette of the staunchest offices engaged in fire underwriting—four companies famous for solid worth, staying qualities, security to policyholders, and sound underwriting practices. The Phenix of Brooklyn, a household name; the solid American and Pennsylvania of the City of Brotherly Love and Financial Strength; the Svea of Sweden, so long and favorably known in this field, which has recently established general agencies and made substantial investments in the East.

THE PHENIX OF BROOKLYN.

This great New York company made large gains in assets and surplus funds last year. The income was \$235,000 greater than losses and expenses. The underwriting account shows a good profit, aside from the investment account. The Phenix's annual figures are as follows: Assets, \$5,739,044, a gain of nearly \$200,000; net surplus, \$615,581, a gain of \$209,000; surplus as regards policyholders, \$1,615,581, a great bulwark of protection; premiums, \$3,803,913, with greatly reduced loss ratio, and signs of excellent judgment in the pruning of risks. On this Coast the reduction in premiums was chiefly in California where war prevailed. The Phenix does a very large business in this field, yielding a quarter of a million in premiums.

AMERICAN FIRE OF PHILADELPHIA.

The American Fire also reports large gains in assets and net surplus, and a reduced loss ratio. This eighty-six-year-old Philadelphia company presents some attractive figures to property-owners who consider security when they select an insurer. As, assets, \$2,409,584; surplus over liabilities and capital paid up, \$309,118; surplus to policyholders, \$809,118; figures which warrant liberal settlements of losses. In this field the American Fire's premiums, while they fell off in California, increased in the outside territory to an extent which made an increase of several thousands in the whole Coast business of the company. The Coast loss ratio was only 50 per cent. of the premiums.

PENNSYLVANIA.

Over three score and ten years old, the Pennsylvania of Philadelphia is able to report very large gains in all the departments, except in expenditures. It is a pleasing statement indeed. Gains in assets, surplus, reserve and premiums, and a decline in losses. The ratio of losses incurred last year was only 50 per cent. of the premiums. Here are the annual figures of the Pennsylvania: Assets, \$4,461,323, a gain of \$363,000; re-

insurance reserve, \$2,115,482, a gain of \$70,000; net surplus, \$1,783,582, a gain of \$294,000; premiums, \$1,629,096, a gain of \$18,000. The Coast business increased somewhat last year, and the loss ratio was less than 41 per cent.

THE SVEA.

An account of the new United States department of this company is given elsewhere under the head of Branches of European Offices. The Svea has just deposited \$200,000 with the treasurer of Connecticut. It has, however, a well established good reputation on the Pacific Coast as a loss payer, and requires no deposit to assure our people of its ability and disposition to meet all claims promptly. According to the last report of the home office the Svea has \$1,623,173 cash fire assets, exclusive of its large life insurance assets. Its net surplus is over \$400,000, and its policyholders' surplus is a million. In this field it increased its California business and its business as a whole on the Coast last year.

The total premium income of Brown, Craig & Co.'s agency last year was \$461,836, placing it second in amount among the San Francisco general agencies and departments. In common with thirty-five other agencies there was a reduction of premium receipts because of the cut-rate war.

Death of Vice-President Haxton.

On the 21st of March William Haxton, vice-president and secretary of the Washington Life Insurance Co. of New York, died at his residence on Staten Island. He had been in feeble health for several years, but he was in his office up to a week before he died. Mr. Haxton had been an official of the Washington Life over a quarter of a century, having been elected its secretary in 1869. His regular re-election and promotion to the vice-presidency were resolutions of respect and confidence in the ability and integrity of the deceased.

At a meeting of the board of directors of the Washington Life, on the 26th ult., a memorial was adopted. The following

officers were elected to fill vacancies caused by Mr. Haxtun's death: Elisha S. French, vice-president; Cyrus Munn, second vice-president; Graham H. Brewer, secretary; Benjamin F. Ellsworth, assistant secretary. Second Vice-President Munn has been promoted from assistant secretary, a post which he has occupied since 1866. The new secretary is a son of President Brewer.

Pacific Coast Fire Insurance Situation.

THE ATTITUDE OF THE HOME AND PHOENIX AND GENERAL AGENT MAGILL—A "TARIFF FOR REVENUE" IS WHAT IS WANTED IN CALIFORNIA FIRE UNDERWRITING CIRCLES.

We are again obliged to disappoint our readers who hope to find in these columns the announcement of hopeful progress in the work of reorganization. There has been no progress, and the barrier of the non-intercourse clause seems as firmly based in obstinacy and prejudice as in the earlier days when stubborn contention might have won a victory.

In the constitution framed at Monterey, and acceptable to nearly all the managers in San Francisco, there were two clauses which were not acceptable to the Home and Phoenix people. Following are these

NON-INTERCOURSE CLAUSES.

No member of this board shall place with or accept from, by means of reinsurance or otherwise, directly or indirectly, any business from a company or its representative not a member of this board.

No member shall hereafter appoint as agent any person, firm or corporation representing a company not a member of this board.

The Home and Phoenix offices refuse to sign a constitution containing these moderate restrictive clauses, and the Hartford Fire, and the Royal, we understand, are equally firm in refusing to sign any constitution which does not contain these or similar clauses.

We submit to all candid minds this question, Is there anything of sufficient

importance at issue in the fate of these clauses which justifies the unyielding attitude of the several companies, for or against? Are they not contending for sentiment, for a shadow, rather than for an important principle? Are they not contending for *victory* rather than for the success of a vital business measure?

It begins to look as if the vast interests of fire underwriting on the Pacific Coast were being put into the balance with mere petty triumph on the other side. The stockholders, evidently, have not been consulted in this controversy between uncompromising companies contending over shadows.

We need not discuss the merits or demerits of the non-intercourse clauses. Practically, so far as the board is concerned, the question at issue is one of sentiment rather than a fit subject for practical and sane business men to quarrel over. Accepted or rejected, these clauses will not make any difference with the profits of underwriting in this field, if only the board be organized and the business be rescued from the devil's den of demoralization into which it has fallen.

Regarding the stand taken by the Home of New York and the Phoenix of Hartford, and General Agent Magill, everybody must express great surprise. The fag-end of a so-called non-intercourse clause tacked on to the tail end of the Monterey constitution should not have prevented these companies from signing that constitution at the close of the Monterey meeting. The COAST REVIEW never has and does not now believe, nor does anybody else believe, that General Agent Magill or his companies think that that clause in the constitution would in the slightest degree affect the business of those companies in this field.

Both the Home and Phoenix have always been strong board offices, and for that reason it is more surprising that a mere sentiment should control in a matter of so much importance to the entire fire insurance interests in this field. The non-intercourse clause as now in the constitution was a compromise measure. A

number of offices felt that it should be much stronger, but on the "give and take" proposition, as made at Monterey on many other points, these "few lines" were inserted. These offices had a right to expect a "meeting half-way."

HOME AND PHOENIX AND NON-INTERCOURSE IN THE EAST.

"A company shall not place an agency in the hands of an agent representing a non-board company, nor allow it to remain with any such agent if a majority of board companies in the agency shall object."

Both the Home and Phoenix are now and have been working in the East under the above non-intercourse clause, which it will be seen is even stronger than the one in the new Monterey constitution. Why do these companies refuse to co-operate here under the same conditions which seem to be satisfactory elsewhere?

Nine-tenths of the managers and companies here would be perfectly satisfied with a constitution with or without any non-intercourse clause. The more conservative element can't help but feel that the matter at issue between a few offices is of too trivial importance to force continued waste of money in this state. The COAST REVIEW therefore hopes that the good sense of all the managers will soon prevail, and that the better judgment may overcome the personal feeling now so unhappily apparent in this city.

In the meantime, while the Home, Phoenix, Hartford, and other non-intercourse companies and anti-non-intercourse companies are dreaming over this bogie clause, it might be well for the more conservative underwriters to form a "Pacific Tariff Association," with a short constitution establishing rates, and regulating commissions and collection of premiums. If such an organization were started at once it is not believed that the companies that are fighting over non-intercourse would refuse to co-operate so far as the three above points are concerned. The matter of non-intercourse and similar matters of less importance

than a "tariff for revenue" could be arranged later on. It might be that there would be no non-board companies to fight, and in that case there would be no immediate use for a non-intercourse clause. In the face of the present condition of affairs, we suggest that something of this kind should be tried at once. It will not be necessary to have the signatures of all the offices at the outset. Get all possible to agree to abide by rates and commission regulations, and then "resume," and see what the non-signers will do about it.

An effort of this kind was attempted a few days ago, but failed because the agreement called for a certain percentage of all offices to sign. We are of the opinion that if three-fourths of the offices would sign and declare rates restored, that the other fourth would soon fall in line. Certainly no harm can come of a trial on these lines. Before the Pacific Insurance Union was organized there were 28 board and 32 non-board companies doing business in this field. The board companies commanded better business, better rates, and made more money than their non-board neighbors. This same better condition of affairs will again prevail if a tariff association be organized.

Fidelity & Deposit Company.

The annual statement of this Baltimore company makes a fine showing. Besides the addition of a quarter million to the capital, the assets increased \$346,000, making the total \$1,419,776. The net surplus gained \$250,000, making the policyholders' surplus, including the capital increase \$1,228,983. Premium receipts advanced from \$166,901 to \$313,093. Losses incurred were 22 per cent. The year's business was profitable, yielding a handsome balance. Messrs. Voss, Conrad & Co., the Pacific Coast agents of the Fidelity and Deposit report an increased amount of new business. This company does only a business of surety bonds.

The net life policies terminated in the Bankers Alliance by lapse last year were \$6,268,500. Whew!

The Old California Insurance Company.

There has been some talk of the reorganization of the California Insurance Company. The charter is an exceptionally desirable one, and it still has forty-seven years to run. The time limit in the contract with the Firemans Fund has expired, and the California's stock is now in the hands of one person.

Since discontinuing business the California has paid 102 per cent. to its stockholders, and now has \$50,000 divisible surplus. This is a pretty good record.

The California will probably reorganize, but it is not likely with German capital, as "The Street" and San Francisco papers have "had it." The Street was far off in its guess when it named the Hamburg-Bremen. At the proper time, when the company is ready, the COAST REVIEW will give due notice of its financial backers.

The Magdeburg.

As usual the Eastern press errs in discussing Coast insurance affairs. The latest roorback is that the Magdeburg has deposited \$200,000 with the Colorado insurance department. On the contrary, this sum of money and \$300,000 more is still in the hands of the trustees in New York, and will remain there for the present. A deposit may be made with some Middle West insurance department some time in the future, however, as heretofore contemplated. Meantime, the Magdeburg has \$50,000 deposited with the state authorities of Oregon, in addition to the \$500,000 in New York trustees' hands.

THE Bankers Alliance of Los Angeles has been "rashly importunate." It is now its turn to be unfortunate.

Chips.

—Not Strange.—The largest advertiser did the largest amount of new business last year—the Mutual Life Insurance Company.

—John T. Fogarty, chief special of the Royal and Queen, returned a few days ago from a three months' trip through Montana, Idaho, Utah, and New Mexico. Mr. Fogarty reports general business in his field improving.

"Let us have a change."

Cesar Bertheau represents over \$12,000,000 fire assets.

—E. C. Schnabel has been appointed general agent of the Provident Savings for southern California.

—J. W. Rea & Co. have been appointed agents for the Standard Life and Accident for Santa Clara county, Cal.

—E. O. Parker, superintendent of agencies for the Provident Savings Life, visited San Francisco last month.

—The American of New Jersey celebrates its golden anniversary this year. It is the Jubilee Year of a prosperous company.

—W. A. Frazer, formerly with the Western Assurance, and latterly a special agent, is now a special for Maj. Christensen's general agency.

—Major D. E. Miles, assistant manager of the London & Lancashire, has been elected treasurer of the new Gold-Mining Exchange of San Francisco. A sinecure, Major?

—Wm. D. Garland, for many years general agent of the Equitable Life in this field, died last month. Ill health forced Mr. Garland to give up active business several years ago.

→The Boones, ex-general agents of the New York Life for Texas, have sued the company for \$125,000 alleged damages for a long list of alleged violations of contract. Similar suits by other ex-agents are contemplated.

—Through an error in the preliminary report of the insurance department, the Fidelity Mutual Life Association was credited, in our last month, with \$2,903,500 new business in this state in 1894, instead of \$1,151,000. The comparative figures of new business for 1895 and 1894 therefore did the Philadelphia association injustice.

—On the 10th of this month Dr. Southard and Dr. Powers of this city made an examination and pronounced "total loss" of both eyes of J. T. Million of Ashland, Oregon, who came here last December for treatment for an accidental gun-shot wound. On the same day C. F. Briggs, superintendent of the Pacific Coast Department of the Standard Ins. Co. of Detroit, gave Mr. Million a check for \$2,000, the amount of accident policy held by Mr. Million. The Standard always pays the claims as soon as they are established.

—The promised matter crowded out this month.

—President McCurdy of the Mutual Life Ins. Co. of New York has been spending a few weeks in California. He reports himself well pleased with the business and investments of the Mutual Life in this field.

—Manager Belden of the Hartford Fire has rented the ground floor beneath the general department, and has handsomely fitted it up for the city department. This addition will be greatly appreciated by the office force, who have been working in too narrow quarters.

The Iowa anti-compact bill has been passed by both houses of the legislature. The insurance companies up there are opposed to practical politics. Like the — of — they want their agents to oppose such legislation, but not to spend a cent of money and charge it to the expense account. Next!

—President Clark of the *Ætna* spent a few weeks in California, and returned home via the Northern Pacific. General Agent Boardman accompanied him to Portland. President Clark quite agrees with the *Coast Review* that the non-intercourse question is not of sufficient importance to prevent reorganization. The San Francisco underwriters, he says, should organize at once as a tariff association, and at first attempt only to establish rates and commissions, and provide for the collection of premiums. On these lines all companies could join such an association. Subsequently, if found necessary for the maintenance of rates and correct practices, other measures, now thought too drastic, might be adopted.

—Mr. C. W. H. Solinsky, aged 82, died at Chinese Camp, Cal., on the 5th inst. Mr. Solinsky was widely known and had friends in all parts of the state. He came to California in 1849, settled and has lived at Chinese Camp since. For forty years previous to his death, Solinsky had been proprietor of the Garrett House, which was the stopping place for thousands of tourists on their way to the Yosemite Valley. Mr. Solinsky was appointed local agent at Chinese Camp for the Phoenix Insurance Company of Hartford August 4th, 1863, and has represented that company, as well as the Home Ins. Co. of New York, since that time, continuously. At the time of his death he was the oldest agent of those companies in commission in the Pacific department.

—Geo. Endicott will hereafter represent the Employers Liability at Buffalo, N. Y.

—Manager Driffeld of the Transatlantic has been sick, but is now convalescent.

—Assistant General Agent Bagley has returned from a tour of Colorado, New Mexico and Wyoming.

—M. L. Wicks has been appointed manager of the Mutual Reserve Fund for southern California and Nevada.

—The ball nozzle is finding a ready sale abroad. Last week a large order was received from St. Petersburg.

—The Pomona, Cal., local board has gone to pieces. Too bad. Others will go, too, if a central organization is not soon formed.

—The safe and conservative Bankers Alliance of Los Angeles insured a colossal Colusa man who weighed 380 pounds and whose girth was "some feet." Perhaps the managers accepted this bad risk because the premium was based on weight instead of age.

—The *Coast Review's* notice of the Santa Clara Co. Mutual Ins. Ass'n, last month, was timely. Commissioner Higgins promptly investigated the affairs of the "safest insurance company in California," and closed it up. What was done with the \$342 assets is not stated.

—Fighter Thomas C. Hindman is now suing banks and the late Columbian and A. W. Hart and others for the \$10,000 he paid for stock in that fraudulent company, which, he says, began business with a shortage with the knowledge and connivance of the defendants. Pity the State Investment didn't have a Hindman among its claimants.

—The Fidelity & Casualty Monthly Bulletin for April, commenting on the liability conference, says: "The work of the conference was eminently practical. The managers were not disposed to decree merely that rates must be maintained. They knew too well the difficulties in the way. They created, therefore, an association, of which each company is a member, an Advisory Committee of three members, to which they delegated important functions, a bureau of statistics, with authority to call upon each company for tabulations of its experience, and to compile the same for the benefit of all, and they placed at the head of this bureau a tried underwriter of broad experience and absolute integrity, with power to act as judge between them in all disputes."

—There seems to be a high percentage of suicide among insurance agents.

—We are contemplating a new edition of the COAST REVIEW (OCEV) MANUAL. Suggestions for the revised edition will be welcomed.

—Prussian companies only—not those from other parts of Germany—were affected by the New York retaliatory law recently passed.

—The Broadway's net surplus took another fall last year, and is now only \$43,572. Losses and expenses were 108 per cent. of premiums.

—Secretary Little of the Phoenix of Brooklyn is reported in an Eastern paper as saying that his company, like the Hartford Fire, stands squarely for separation and a uniform flat commission.

—Secretary Faymonville of the Firemans Fund and Manager Watt of the Royal and Queen, and Special Agents Bates, Dixwell, Fogarty and Hewitt, from San Francisco all, were in Denver on the same day last month.

—W. A. McGrery, ex-general agent of the Union of London, Atlas, Spring Garden, Helvetia, Swiss and Baloise, has been appointed special agent for the Hartford and the New York Underwriters for Colorado, Wyoming and New Mexico.

—A "Rebuilders' Mutual Fire," at Minneapolis, is the latest, devised by Knute Kneutson. It "contemplates applying a policy condition providing that the proceeds of insurance shall be applied by the assured toward restoring the damaged property."

—Assessment insurance has two monthly organs in San Francisco, but the assessment insurance associations do not support them liberally. Perhaps if the two monthlies would render more service they would receive more patronage. The experiment is worth trying.

—Mutual Fire of New York.—In each of the last three years this company has expended more than its receipts; consequently the assets are about \$450,000 less. Premiums fell off about one-third last year, and management expenses advanced from 29 to 37 per cent. of premiums.

—The water company and city council of Trinidad, Colo., are having trouble. The water company threatens to dismantle the hydrants; Mgr. Burns of the compact has issued a circular letter to the agents, to increase rates 30% on dwellings and 50% on mercantile risks, if the water is shut off.

—The American of Newark has reinsured the Cash of Pittsburg.

—The Missouri insurance department will test the constitutionality of the standard policy.

—The company with favorable figures is now on dress parade in the insurance press. Companies with unfavorable figures wear last year's suit of clothes, and walk in by-streets and alleys.

—The new Machinery Ins. Co. of England will inspect machinery and guarantee against loss by breakdowns. The company promises prevention, safety, economy, uninterrupted working. No premium of less than \$20 per annum will be accepted.

—The supreme court of Louisiana has ruled that the owner of a damaged building is liable to the public for not keeping it in repair, and he cannot shift upon the insurance company or the city any liability for damages or injuries caused by falling walls.

—Santa Rosa Fire Department.—Chief Muther reports all new hydrants tested, and a minimum pressure of 66 pounds. Fire apparatus in good condition. During the past twelve months there have been twelve fires. Loss, \$5,928; insurance paid, \$5,315.

—The New York court of appeals has handed down a decision upholding the cancellation clause in the standard policy, which provides that the company may cancel by notice to the assured without necessarily tendering the return premium to him in person.

—U. S. Manager Dickson of the Royal Exchange, accompanied by Special Agent John Marshall, Jr., have been canvassing the Western field, preparatory to naming agents in the larger cities. Mr. M. has been made special agent for Missouri, Kansas, Nebraska and Iowa. Mr. Marshall has been special agent on the Coast with Manager Dickson's agency, for many years, and is well up in field work.

—Immediately after the fire the match company re-cased 908 damaged cases and shipped them out of the state without the knowledge of insurer. For damage to these cases and for destroyed property the Oshkosh Match Co. sued the Manchester, but the insurer said the conditions of the policy had not been fulfilled, and the supreme court of Wisconsin sustained this refusal. The damaged stock, shipped cases excepted, was "obliterated" by plain-tiff.

—Woodland Woolen Mills.—Chas. A. Shepherd and P. G. Collum, proprietors of the burned woolen mills at Woodland, Cal., have been arrested on a charge of arson. The complaint is based on the deposition of the night watchman. The accused are out on bail of \$4,000 each.

—Colorado Life Business.—The Northwestern Mutual Life leads in Colorado in new life business and insurance in force and premium income. The Employers' Liability and Pacific Mutual lead in accident business. The Bankers Alliance wrote \$1,373,000 new business (the largest amount by an assessment company), and its premium income all told in Colorado was only \$25,169.

—The Mississippi legislature has passed a valued policy and anti-trust law. Two per cent. gross premium tax will be levied, and an officer of the company must swear that no extra charge has been made on account of the valued policy law. He might as well be required to swear that no extra charge has been made on account of extra losses. This sort of legislative nonsense will be stopped when the insurance companies go into politics like boards of trade, railroad companies and other corporations.

Directory of Coast Field Men.

Attached Field Men.

AACHEN & MUNICH.

O. N. Hall, 204 Sansome street, S. F.
C. G. Yates, Los Angeles, Cal.

ATLAS ASSURANCE.

E. J. Jolly, Denver, Colorado.
William Manning, 309 Sansome street, S. F.

ETNA.

Ed. C. Morrison, 514 California street, S. F.
Louis Mel, 514 California street, S. F.
W. L. Gazzam, Seattle, Wash.

BALFOUR, GUTHRIE & CO.'S AGENCY.

L. B. Edwards, 323 California street, S. F.
R. De Lappe, 323 California street, S. F.
F. G. Argall, 323 California street, S. F.
H. McD. Spencer, Portland, Or.
Chas. A. Tait, Los Angeles, Cal.

CESAR BERTHEAU'S AGENCY.

A. W. Thornton, 210 Sansome street, S. F.
BRITISH AMERICA AND WESTERN.
E. L. Thompson, Portland, Or.
R. H. Magill, Oakland, Cal.

BROWN, CRAIG & CO.'S AGENCY.

T. J. A. Tiedeman, 407 Montgomery st., S. F.
Chester Deering, 407 Montgomery st., S. F.
W. H. Hill, 407 Montgomery street, S. F.
N. B. Whitley, Seattle, Wash.
W. H. Gibbons, Salt Lake City, Utah.
J. H. Clinkscales, San Diego, Cal.

BUTLER & HALDAN AGENCY.

B. C. Dick, 413 California street, San Fran.

C. S. Spinney, 413 California street, S. F.
CONTINENTAL.

F. C. Barkman, 321 Pine street, San Fran.
A. G. Ridling, 321 Pine street, San Fran.
M. J. Green, Portland, Or.

COMMERCIAL UNION.

W. P. Thomas, 301 California street, S. F.
A. T. Von Ettlinger, 301 California st., S. F.
E. T. Neibling, Portland, Or.

CHAS. CHRISTENSEN'S AGENCY.

Frank C. Story, 317 California street, S. F.
ROBERT DICKSON'S AGENCY.

J. E. Hendry, 501 Montgomery street, S. F.
Guy Francis, 501 Montgomery street, S. F.
John Marshall, Jr., 501 Montgomery st., S. F.
Ben J. Smith, 501 Montgomery street, S. F.
Edward Hall, Portland, Or.
R. M. Thomson, Los Angeles, Cal.

FIREMANS FUND.

F. H. McElhone, Dallas, Texas.
F. G. White, Denver, Colorado.
G. F. Ashton, Spokane, Wash.
R. P. Fabj, Portland, Or.
L. M. Seaton, Los Angeles, Cal.
G. H. Mendell, Jr., 401 California st., S. F.
R. D. Hunter, 401 California street, S. F.

GERMAN-AMERICAN.

Chas. R. Thompson, Portland, Or.
Harry Benner, 435 California street, S. F.
T. H. Williams, Los Angeles, Cal.

HAMBURG-BREMEN.

Harry C. Boyd, 415 California st., San Fran.
HARTFORD.

* J. J. Agard, 313 California street, San Fran.
John M. Holmes, 313 California street, S. F.
Thomas J. Conroy, Portland, Or.

HOME MUTUAL.

W. B. Westlake, 318 California street, S. F.
N. C. Farnum, 318 California street, S. F.
L. M. Seaton, Los Angeles, Cal.
P. R. Fabj, Portland, Or.
G. F. Ashton, Spokane, Wash.

INS. CO. OF NORTH AMERICA.

J. K. Hamilton, 412 California street, S. F.
C. O. Scott, 412 California street, San Fran.
M. H. Merrill, Portland, Or.

LANCASHIRE.

Walter M. Speyer, 322 California st., S. F.
C. O. Hawley, Los Angeles, Cal.

LIVERPOOL & LONDON & GLOBE.

R. G. Brush, 422 California street, S. F.
E. G. Sprowl, Tacoma, Wash.

LONDON & LANCASHIRE.

W. B. Hopkins, 315 Montgomery street, S. F.
Sidney H. Smith, 315 Montgomery st., S. F.
Sam. B. Stoy, Portland, Or.
J. K. Urmston, Los Angeles, Cal.

LONDON & NORTHERN.

Frank L. Hunter, 221 Sansome street, S. F.
F. C. H. Robins, 221 Sansome street, S. F.

MAGDEBURG.

Leslie Bates, 303 California st., San Fran.

NATIONAL & SPRINGFIELD.

Leslie H. Lord, 409 California street, S. F.
Hiram H. Lee, Denver, Colorado.

B. B. Broomell, Tacoma, Wash.
John C. Dornin, Everett, Wash.

NORTH BRITISH & MERCANTILE.

W. H. Bagley, 212 Pine street, San Fran.
Edward Niles, " "

J. D. Coleman, Portland, Or.

NORTH GERMAN.

J. H. Ankele, 225 Sansome street, San Fran.

NORWICH UNION.

J. L. Fuller, 308 Pine street, San Francisco.
R. H. Delafield, 308 Pine st., San Francisco.

PALATINE.

Henry T. Fennel, 439 California street, S. F.
Thomas J. Duffy, 439 California street, S. F.
Edward O. Hughes, Denver, Colorado.
F. J. H. Manning, Portland, Or.

PHENIX & HOME.

Harry L. Roff, San Francisco, Cal.
Paul M. Nippert, " "
A. P. Sinclair, Salt Lake City, Utah.
Junius Young, " "
E. E. Casady, " "
A. F. Gartner, Portland, Or.
W. E. Clark, " "
Wm. Church, Jr., " "
W. H. Bonsall, Los Angeles, Cal.

ROYAL AND QUEEN.

John Fogarty, 500 Montgomery st., S. F.
F. M. Glycerst, 500 Montgomery st., S. F.
J. N. Reynolds, 500 Montgomery st., S. F.
Wm. Maris, 500 Montgomery st., S. F.
H. R. Burke, Portland, Or.

SCOTTISH UNION AND ORIENT.

Leslie A. Wright, 420 California st., S. F.
James H. Morrow, 420 California st., S. F.

SUN, IMPERIAL & LION.

W. A. Mathews, 205 Sansome street, S. F.
W. B. Foster, 205 Sansome street, San Fran.
E. C. Johnson, 205 Sansome street, S. F.
W. H. Raymond, Portland, Or.

TRANSATLANTIC.

D. M. McVean, 213 Sansome street, S. F.
UNION ASSURANCE.

Harry H. Smith, 406 California street, S. F.
Dixwell Hewitt, 406 California street, S. F.

WESTCHESTER.

A. R. D. Patterson, 215 Sansome st., S. F.

Independent Adjusters and Special Agents.

A. R. Gurrey, 401 California street, S. F.
E. P. Farnsworth, 401 California street, S. F.
R. H. Naunton, Safe Deposit Bldg., S. F.
D. B. Wilson, " "
J. D. Lavery, 423 California street, S. F.
Calvert Meade, 420 Clay street, S. F.
A. A. Andre, 221 Sansome street, San Fran.
Adolph Wenzelburger, 508 Californ. st., S. F.
William L. Chalmers, Portland, Or.
W. A. Frazer, Seattle, Wash.
B. D. Smalley, " "
Alfred A. Jones, Los Angeles, Cal.
Amos F. Sewell, 210 Sansome street, S. F.

Appraisers.

Robert Brotherton, 439 California st., S. F.
Wm. C. Pease, 401 California street, S. F.
J. C. Jepson, 418 California street, S. F.
J. P. Treanor, 401 California street, S. F.
Alex. Neilson, 106 Leidsdorff street, S. F.

Fire Limits of San Francisco.

Bay front from Greenwich street to Howard, thence to Stuart, thence out to Folson to First, thence back to Howard, out the latter to Sixth, thence one-half block toward Mission, thence along alley to Ninth, thence one-half block to Mission (which is one block from Market), along Mission to Herman, west one block to Valencia, back north to Page, thence bay-ward to Market, north to Fell, east one block, north one block, east one block (taking in Market touching blocks), north on Polk four blocks, north along Larkin to Sutter (taking in half-block on each side), down Golden Gate avenue to Leavenworth, north one block, east one block, north one block, east one block, north one block, east one block, north one block, east one block, north along Powell three blocks, (taking in half of west side blocks) east to Stockton, north four blocks, west one block back to Powell, north five blocks, bay-ward along Broadway five blocks, five blocks north along Sansome to Greenwich, thence two blocks to the bay. Altogether, only seventy-one blocks and gores chiefly along Market street, reaching out along Larkin, and taking in old San Francisco from Stockton to Broadway and the bay. Valencia, Hayes, Polk, Fillmore, Devisadero and other small business streets are not in the fire limits: neither are the greater parts of Third, Fourth, Fifth, Sixth, Seventh and Ninth streets. It would be the part of prudence for the supervisors to put many business blocks along these streets in the fire limits, before the extra fire hazard of frame ranges exceeds the resources of the fire department.

THEORY OF LINES.—It is worth noting how the science of lines is ignored by what may be termed our educational literature. It does not seem to have been much discussed in even such representative publications as the Monitor or Coast Review, unless, perhaps, in some of the older numbers. There is nothing bearing on it in either the standard text books, from Emerigon down to Clements, or in the smaller handbooks of general practice. All of these leave the matter severely alone, appar-

ently as being outside their province—which, perhaps, it is. Most remarkable of all, there is, if we may average, as they actually affect our transactions. To begin with, the laws of average themselves are far from consistent in their results, unless they have a much larger field of operation than the insurance business usually permits. Furthermore, our basal facts are not (and, from the very nature of things, never can be), either fixed or thoroughly reliable. It is necessary, therefore, in determining our policy on any given matter—whether it be rate or line, or the writing of a particular class of hazard—to make provision, firstly for that inherent chance of fluctuation from the normal which exists in every abstract proposition dealing with numerical probabilities, and secondly, for the chance of error in our estimation of the real character of the proposition. To illustrate: We will assume that the experience of writing, say, 20,000 risks on frame detached dwellings of a certain class justifies us in the expectation that out of a further two thousand dwellings, apparently similar in character, such a number will burn in a year as would equal ten total losses. On this basis, and allowing 40 per cent. for “expenses” and 10 per cent. for “profit,” we should rate such dwellings at 1 per cent., and (according to average) the underwriting account for so carrying 2,000 such risks at \$2,000 each, would stand as follows:

DEBIT.

To premiums received, 2,000 risks of \$2,000
each at 1 per cent. \$40,000

CREDIT.

By losses paid (equal to 10 total losses) \$20,000
By expenses (40 per cent) 16,000
— 36,000

Bal'ce, being our stipulated profit of 10 per cent. \$4,000

This is all clear sailing, so far as it goes. But we are writing a small number of risks on the strength of an experience with a much larger number; and the 1 per cent. rate is fixed on the larger experience. A mathematician will tell you that the risk of fluctuation from a given average is as the square roots of the numbers. The square root of 2,000 would be about 44, but the square root of 20,000 would be about 141, or, say, three times as much. If it be assumed as a standard that the 1 per cent. rate, based on the twenty thousand transactions, included the reasonable allowance of 10 per cent. for the risk of fluctuation from the normal average, it would be necessary to make the allowance about 30 per cent. (three times as much) to secure a warrantable degree of safety in writing only

two thousand transactions. In other words, you would have to add nearly 20 per cent. to the rate, and make it about 1.20 per cent. instead of 1 per cent., in order to be measurably safe. If, however, we were to write an additional 20,000 dwellings, the 1 per cent. rate, based on a similar and fairly wide previous experience, would be very much safer.—F. G. Argall.

WANTED: AGENCIES.

At Phoenix, Arizona.

FIRE, LIFE, ACCIDENT, EMPLOYERS' LIABILITY and PLATE GLASS,

by “THE NEW PALESTINE.”

J. A. KILROY.

THE “New Palestine” is now prepared to handle, in connection with its other business, agencies for first-class Fire, Life, Accident, Employers' Liability and Plate Glass Insurance Companies.

The latter three are not represented in Phoenix. There is a good opening in the various kinds. Phoenix and the great Salt River Valley and Arizona are growing.

Correspondence invited.

Address KILROY'S,
37 and 39 Commercial Hotel Block,
Phoenix, Arizona.

ALFRED ALLAYNE JONES

ADJUSTER OF LOSSES

SPECIAL AGENT

In Southern California, Arizona,

New Mexico and Texas

OFFICE: 150 South Broadway,

LOS ANGELES, CAL.

OUR FIELD: UNLIMITED!

HAGAN BROS.,

General
Insurance
Agents

OUR SPECIALTY:—

From Pig Iron (under water) to Powder
Magazines.

221 Sansome Street

San Francisco

THE COAST REVIEW

A MONTHLY JOURNAL

Devoted to all kinds of Insurance that INSURES. Published on the Fifteenth of every Month.

PER YEAR . . . \$3.00

PER COPY . . . 25 cts.

Postage added to Foreign Subscriptions.

J. G. EDWARDS, Proprietor.

Pacific Mutual Building, San Francisco.

Telephone No. 1530.

VOL. 50.

MAY, 1896.

No. 5.

Index for Life Men.

Ancient Order U. W. . . .	December Coast Review	
Order of Chosen Friends . . .	January Coast Review	
	Page.	
Mutual Reserve Fund	January . . .	17
California Life Business	" . . .	24
Equitable Life Statement	February . . .	
Pacific Mutual Life Statement.		
colored page	" . . .	72
Bankers Life Association of Minn. .	" . . .	47
Life Insurance in California, 1871-95.	" . . .	49
Fraternal Life Association	" . . .	58
Bankers Alliance in California . . .	" . . .	71
Etna Life Statement	" . . .	75
Mortality Cost, groups of years . . .	March . . .	90
Life Claims Resisted, 30 years . . .	" . . .	91
National Life Statement, red leaf . .	" . . .	102
Bankers Alliance of Los Angeles . . .	" . . .	105
Mutual Life Statement, colored page	" . . .	110
Connecticut Mutual Statement . . .	" . . .	111
Travelers Statement	" . . .	112
Union Central Statement	" . . .	113
California Assessment Ins., 1895 . . .	" . . .	102
United Brethren Mutual Aid (failure)	" . . .	100
Modern Woodmen	" . . .	94
New England Mutual Statement,		
colored page	" . . .	86
World's Life Insurance	April . . .	121
Foresters Mutual Life Association . .	" . . .	122
New Zealand Government Life Office	" . . .	122
California Asses't Insurance in force	" . . .	124
Penn. Mutual Technical Defense . . .	" . . .	127-139
Life Insurance Written	" . . .	134
Life Companies' Figures	" . . .	135
Bankers Alliance Old Men	" . . .	139
Covenant Mutual Benefit	" . . .	140
Order of Maccabees	" . . .	140g
Bankers Alliance	" . . .	140h
Life Business in Oregon	" . . .	142
Massachusetts Benefit Life Ass'n . .	" . . .	143
Bankers Alliance	May Coast Review	

Garnishments Before Proofs of Loss.

THE UNITED STATES DISTRICT COURT (ORE.)
DECISION--NO LIABILITY SUBJECT TO GARNISHMENT PENDING AN AGREEMENT AS TO THE AMOUNT OF THE LOSS.

The question of the liability of the insurer in case of garnishment before proofs of loss are made has been the subject of much discussion among fire underwriters. The Fire Underwriters' Association of the Pacific has wrestled earnestly with the topic, as may be seen in the Proceedings of 1891 and 1892. The safe rule has been to demand that all attachments or garnishments be released before paying a loss. It has always been doubtful what answers should be returned by companies when served with notice of garnishment before receiving or waiving proofs of loss. The matter has been settled by the federal district court for Oregon, which has rendered a decision which will doubtless be generally accepted. Judge Bellinger rules that the money in the hands of the insurer can only be reached by a levy when the liability of the garnishee has been ascertained and fixed.

Last month, in a similar case, the New Zealand Ins. Co. answered that it owed nothing to an insured person, garnishment papers having been filed the day following the loss, and during the course

of the adjustment. The court, relying upon the *Lovejoy* and the *Oregon* cases, decided that the answer of the insurance company was proper, and that no liability existed which could be garnisheed pending the adjustment of the loss.

Following we give the recent *Oregon* decision in full:

73. In the matter of *Ah Lung, et al. v. Astoria & Alaska Packing Co.* Defendant, and *The Hartford Fire Insurance Co.*, Garnishee, in the circuit court of the United States for the district of Oregon.

In this case the action was commenced on the 5th day of January, 1892, by *Ah Lung* against the *Astoria & Alaska Packing Company*, and on the 7th of June of that year garnishee process was served on *The Hartford Fire Insurance Co.*, by service upon *William Hewitt*, agent. The company, by its agent, answered as follows:—

“To the best of our knowledge and belief, the loss of the *Astoria & Alaska Packing Co.* is not adjusted, and we do not know what sum of money, if any, will become due the said company. At the present time we do not know of any money due them by the *Hartford Fire Insurance Company.*”

This answer to the attachment is dated June 7th. No objection was made to this answer, nor was any further proceeding by way of garnishment had in the case. Judgment was rendered in the case of *Ah Lung v. the Astoria & Alaska Packing Company* on July 6th, 1893. This judgment contains the following:

“And it further appearing to the court that certain property of said defendant has been duly attached in this action, to-wit: certain claims for insurance in favor of said defendant, and that said property has not been released from such attachment, it is ordered that said garnished property be sold,” etc.

The plaintiff in this suit contends that this garnishee process, and the judgment subsequently rendered, create a lien in his favor upon the funds, or any funds, subsequently ascertained to be due the defendant company upon adjustment of the fire loss by the insurance company.

At the date of this garnishee, as appears from the answer made to it, there was no

money or other property in the hands of the garnishee belonging to the defendant in this suit. There was, therefore, nothing upon which the attachment could operate. The answer which was made in the case was not objected to, and does not seem to have been subject to objection.

I am of the opinion that no lien attached to the funds that subsequently came into the hands of the garnishee company in favor of the debtor. I say subsequently came into the hands of the garnishee company, because assuming that upon an adjustment of the fire loss something was found to be due, that amount, in legal effect, could only become subject to attachment, or treated as the property of the debtor company, from the date that the loss was ascertained: and the case is in no wise different from what it would be if the attachment was sought to be made effective against a collection by the garnishee company, made subsequently to the attachment in favor of the debtor. I am aware of the difficulty that attends cases like this: but the rights of an attaching creditor must be determined by the statute, and if it is impracticable, under the circumstances of the particular case, to obtain such rights, the case is one that calls for legislation: judicial construction cannot aid it. It does not appear now that there was at any time subsequent to the service of the garnishee process money in the hands of the insurance company belonging to the debtor corporation; but if there was, such money could only be reached by the levy of an attachment made at a time when the liability of the garnishee company to the debtor had been ascertained and fixed. In my opinion the writ of attachment in this case was not effective to create any rights in behalf of the plaintiff in any unadjusted or unascertained claim which the debtor company may have had against the insurance company on account of a loss sustained by it, of property insured in the garnishee company.

CHARLES B. BELLINGER, Judge.

J. A. Sladen, Clerk.

Endorsed: Filed Oct. 21, 1895.

Not feeling satisfied with the conclusion reached in the foregoing decision, I have re-examined the question as to the liability of an insurance company to garnishment in cases like this.

The question is considered in *Lovejoy v. Hartford Fire Insurance Co.*, decided in the circuit court for the North district of Illinois, 11 Federal Reporter 63. In that case their had been a loss of a stock of goods which was insured in favor of the defendants. Garnishment proceedings were had and the insurance company served. There was some question in the case as to whether there had not been a waiver of the proof of loss. The court says:

"Could these garnishees say truthfully on the day they were served with process in this case as garnishees, that they did not then owe the principal defendants any sum of money or have any choses in action or property in their hands which belonged to these principal defendants? Could they truthfully say that? Was this indebtedness such an indebtedness as was to grow due by the lapse of time, or was there something yet to be done, some other act to be performed by either of the parties, before the liability could have ripened into indebtedness? It seems to me that this is the test of the relations of these parties. It seems to me that you ought to test the relation of these parties by that, and that the insurance companies could say that they did not owe the defendants anything at that time."

The question in this case seems to have turned upon the fact of proof of loss, or of waiver of such proof by the company. Until such proof is made, or, as I assume, what is the same thing, an adjustment is made of the loss, the insurance claim is a contingent one. Such was the holding in the case just referred to.

In the case of *Gies v. Bechtner, et al.*, in 12 Minnesota, page 279, the same view is taken of the liability of an insurance company to garnishee process prior to a full compliance with the conditions of the policy by the insured. Until such compliance is had, the claim of insurance is held to be not absolute and payable at some time beyond any contingency, and

it should be so in order to make the company liable under garnishee process.

A number of cases are cited in the opinions in 12 Minn. and 11 Fed. Reporter. The only case which appears to hold the contrary doctrine is the case of *Girard Insurance Co. v. Field*, 45 Penn. St. 129. This case was considered in the case of *Lovejoy v. Hartford Fire Insurance Company* and was thought in that case not to lay down the better rule and to be against the weight of authority.

I am unable to distinguish this case from those which I have referred to. In those cases it did not appear that the conditions of the liability of the insurance policy had been complied with by proof of loss. In this case the return of the company upon the garnishee process shows that there had been no adjustment of the loss. The return further states that the company does not know of any indebtedness by it under the policy. From this return the court cannot say that any liability will ever arise upon the policy. Such liability depending as it does upon the adjustment of the loss is a contingent one, and is within the rule of the cases referred to. The decision heretofore announced will therefore be adhered to.

(Signed) CHAS. B. BELLINGER, Judge.

J. A. Sladen, Clerk.

Endorsed: Filed Dec. 16, 1895.

A Plea for Impartiality.

In a life insurance case a federal judge recently charged as follows, says the *Case and Comment*:

"Now, gentlemen of the jury, I try to close my eyes, as well as I can, to the fact that a woman and child have any interest whatever in the result of a controversy when it is brought into court. I cannot always do it. I don't suppose you can. It is not expected. If a man can do that, he is no better than a brute. He is as bad as the heathen is supposed to be, and worse than the horsethief is thought to be. If he close his eyes to that fact, lose all sense of decency and self-respect, he would not be fit for a juror. But, so far as it is possible for you to do that, you do

so, and decide the case precisely as you would if it was between man and man, or between a woman and a woman."

And yet the insurance company took an exception to the charge.

American Insurance Company of Newark.

FIFTIETH ANNUAL STATEMENT. WONDERFUL
FORTY YEARS' GROWTH—GAINS IN ASSETS
AND NET SURPLUS EVERY YEAR.

Fifty years ago on the 1st of April the American Insurance Company of Newark issued its first policy. It was chartered on February 20, 1846, organized on March 20, and, as stated, wrote its first policy on April 1. These dates this year were golden anniversaries.

The great success of this sterling New Jersey company is almost without parallel in the history of fire underwriting. Forty years ago the assets were less than \$100,000 and the net surplus was less than \$3,000. *Every year since shows a gain in both assets and net surplus.* We doubt if any other company can show a similar record of progress. In these forty years the assets have increased thirty fold and the net surplus has increased 484 fold!

The American was organized, in 1846, as a mutual company, under the corporate title of "The American Mutual Fire and Marine Insurance Company." In those days mutual companies of all kinds were popular. The mutual life companies, now so great and prosperous, were organized and began business with the confidence so well justified by results.

In the case of the American no capital was paid in. The plan was peculiar. All premiums were paid in cash. There were participating and non-participating policies. The participating rates were much higher than the non-participating rates, thus giving a handsome margin from which to declare dividends. Scrip dividends were declared to participating policyholders from the profits of the business, until such irredeemable scrip amounted to \$600,000, when it became the capital stock of the company. Subsequent divi-

dends to participating policyholders were paid in cash.

For the first eight years the experience of the company was of an experimental nature, and the results were small, but with the election of Mr. Gould to the presidency the American began the steady advance, the marvelous progress in assets and surplus, out of profits, which has continued uninterruptedly ever since.

In 1873 the corporate name was changed to "The American Insurance Company," and its agency business was then gradually extended. On the death of President Gould in 1883 Col. F. H. Harris, who had been secretary since 1866, was elected president. President Harris has ably directed the affairs of the company as its executive for the past thirteen years.

The American has \$2,603,799 of assets, as set forth in the annual statement of January 1, 1896. Every dollar of these assets has been made in the fire insurance business. This is another unusual feature in the career of this remarkable company, and is peculiar to it. The net surplus of \$1,453,431 is so handsome a sum, and so much larger than the capital, that it also confers special distinction on the company.

The decennial gains of the American—each single year yielding gains—briefly tell the story of rare growth and prosperity, as follows:

<i>10 years.</i>	<i>Increase Assets.</i>	<i>Increase Net Surplus.</i>
1857-66	\$406,984	\$113,275
1867-76	771,264	358,660
1877-86	519,653	370,423
1887-96	842,640	608,564

The past year was a very favorable one for the American. The underwriting profit was an unusually large one. Over \$150,000 was added to the assets, and the strong surplus was still further strengthened by a gain of \$152,000. The ratio of losses to premiums was the exceedingly low one of 44 per cent. The income was \$217,000 more than losses and expenses.

The American presents its claims to policyholders with the evidence of size in assets and strength in surplus, which is

AMERICAN INSURANCE COMPANY

OF NEWARK, N. J.

50th ANNUAL STATEMENT

JANUARY 1, 1900.

PREPARED BY THE BOARD OF DIRECTORS.

Schedule of Assets.

United States Bonds	\$ 1,000,000.00
State and Municipal Bonds	1,000,000.00
Railway and other Bonds	1,000,000.00
Real Estate	1,000,000.00
Cash on hand and in banks	1,000,000.00
Loans and Bonds on hand	1,000,000.00
Investments in various enterprises	1,000,000.00
Total Assets	\$ 8,000,000.00

Liabilities.

Unearned Premiums	\$ 1,000,000.00
Unpaid Losses	1,000,000.00
Other Liabilities	1,000,000.00
Policy-holders Surplus	2,053,430.91
Cash Capital	600,000.00
Total Liabilities	\$ 8,000,000.00

Fire Insurance Only.

AMOUNT OF FIRE INSURANCE WRITTEN

For the Year	1,000,000.00
For the Year	1,000,000.00

BALFOUR, GUTHRIE & CO., GENERAL AGENTS.

AMERICAN

Insurance Company of New York, & C.

ALWAYS SUCCESSFUL.

FORTY GOOD YEARS.

Cash Assets.			
1857	119,684	14,592	
	159,174		
	158,754	44,321	
1861	288,960	113,000	
1862	331,854	92,328	
1863	408,873	97,788	
	110,211	115,775	
1867	535,401	128,239	
	629,118	156,199	
	600,000	181,787	
1870	807,608	310,200	
	910,405	358,669	
	1,015,676		
1873	1,064,988		
	1,107,117	352,190	
1875	1,166,986	403,111	
	1,241,506		
1877	1,352,508	604,143	
1878	1,431,807	696,080	
1879	1,453,588	718,408	
1880	1,488,050	748,967	
1881	1,538,378		
1883	1,600,730	805,955	
	1,663,810	872,406	
	1,721,424		
	1,761,159		
1887	1,848,314	908,500	
1888	1,911,887	926,106	
1890	1,965,052	956,234	
1891	2,000,000	1,000,000	
1892	2,000,000	1,068,580	608,564
1893	2,297,475	1,142,045	
1894		1,170,961	
1895	2,450,109	1,301,071	
		1,453,431	

BALFOUR, GUTHRIE & CO., GENERAL AGENTS.

\$1,453,431 as regards policyholders: and behind substantial figures is the record of a half a century of honorable dealing. The officers and directors and stockholders have good reason to be proud of the company and its reputation, and the loyal agents, from Maine to California, who have contributed to its success may well share in this pride.

On the Pacific Coast the American has for many years been operating in the Balfour, Guthrie & Co. general agency under the management of Geo. W. Spencer. The COAST REVIEW CHART shows that the American has done a good business in this field, and has made money here as well as in the country as a whole.

Rossland, B. C.

A subscriber writes us as follows: I do not find a single risk in Rossland, B. C., correctly written. It is a new town, and in a deplorable condition. Ranges rated under No. 4 at 14 per cent. are written for 6. The town has 2,500 population. Recently waterworks have been constructed, with a pressure of 115 lbs., but as yet there is no hose, and the amount ordered will be inadequate. Underwriters interested in business here should look after the rates, which at present are certainly inadequate.

Rejecting Risks.

Scene, Chicago. General Manager's Office. Daily Report examiner to typewriter: "Who was that in here just now?"

Typewriter.—"The General Manager. You know he went back for his family after being here three weeks."

Daily Report.—"Great Scott! Well, he seemed to be astonished."

Type.—"What did he say?"

D. R.—"He wanted to know by what principle I was guided in rejecting risks. I told him that I did the same as the other boys—only the first time they went over the pile they rejected the fifteenth, and the next time the tenth. I have always been conservative. I throw out the eleventh the first time I go over the

pile, and from the second pile I throw out every sixth one. Then, if there is any time, I examine the last pile. I've made a great rep., and came here on increased pay." *Insurance Magazine.*

Phoenix Assurance Company.

Among the first British offices to publish an annual statement this year is the Phoenix of London, which departs from its usual custom in this respect. It is said to be the first time in 115 years that the Phoenix has published at home a statement of its condition and affairs: but it formerly made such publication in California, for many years, and in recent years has done so in Germany. Now, as heretofore, the figures themselves present no reason for privacy. The company is strong and prosperous.

Last year's net premiums amounted to \$5,603,945, which sum is an increase of \$305,800 over the previous year's premiums. Losses paid and outstanding total \$3,324,800, which is at the rate of 59.3 per cent. of the premiums. The expense ratio was 31 per cent.

The assets of the Phoenix amount to \$8,035,660, against which there is a reinsurance reserve of \$2,241,570, a paid up capital of \$1,344,400, and \$834,900 other liabilities, leaving a very great net surplus over capital and all liabilities.

Under the management of the Coast representatives, Messrs. Butler & Haldan, the Phoenix of London has for many years transacted a large and paying business in this field, with a very low average loss ratio.

Industrial Insurance Item.

The last report of the Prudential Assurance Co. of London brings out some interesting figures, indicating the enormous amount of business transacted. It is necessary for the directors, week in and week out through the year, to find sound investments for accumulated funds averaging \$250,000 per week. The company employs at the head office alone a staff of 1,178 clerks, in addition to 48 messengers, electricians and engineers, and they

employ 138 more people in the district offices. They receive and have to open and sort the contents every morning of 6,000 envelopes, almost all of which have to be acknowledged. They send out daily, by mail, an average of 17,000 enclosures, and their registry of removals of policyholders from one town to another has to provide for more than 10,000 such removals every week.

Standard Life & Accident Ins. Co.

This is an accident insurance company, though its charter, as its name indicates, permits it to do a life insurance business as well. The Pacific Coast department, under the management of Clarence F. Briggs of Portland, is giving an exceedingly good account of itself. In Washington and in Oregon the Standard is in the lead in accident business. In California, where it is represented by Cadman & Kittle, the Standard is making satisfactory progress, especially for a newcomer.

The annual statement of the Standard is as follows: Assets, \$844,854; net surplus, \$62,305; policyholders' surplus, \$262,305; premiums, \$942,392; losses, \$452,264; insurance in force \$120,954,690, a gain of \$11,500,000. During the year, gains were made in assets, reinsurance reserve, net surplus and premiums. Losses were average.

Independent Order of Foresters.

This company has at last been forced to throw off the mask of ordinary life insurance, and reveal itself in its true colors as an assessment company. It never was anything else. To call itself an ordinary life insurance company is simply an attempt to sail under false colors. The order has been so severely mauled in Canada, its home, where it is better known, that it ought to be a matter of much difficulty for it to make any progress in this country. The parliament of the Dominion of Canada has passed a law which makes the society liable to the provisions of the dominion insurance act, while making such deposits as are con-

sidered necessary up to the amount of £100,000. The order is also prohibited from issuing policies for endowments or for annuities. The association is, therefore, an assessment society, pure and simple, and will share the fate of all such societies, which is that of collapsing at a more or less proximate date. The Mutual Reserve Fund is a colossal instance of the errors of the system, and the hour of doom has already struck for that organization. But with this we have dealt in a separate article.—*London Review*.

Railway Accident Ticket Agents.

The attorney-general of California has ruled that accident ticket agents on railways and elsewhere are insurance agents, and as such must pay an annual license fee. Commissioner Higgins submitted the matter to the attorney-general, complaint having been made by a Los Angeles agent who had been arrested at the instigation of a too zealous competitor in other lines of accident insurance.

The result of this action of the insurance department will be the withdrawal of many ticket agencies which transact too small a business to justify the expense of supplies, correspondence and license fees.

Come One, Come All!

The presence in California of several distinguished Eastern underwriters suggests to the COAST REVIEW that in welcoming them we also extend a pressing invitation to home office managers generally, to visit San Francisco and all the principal Coast cities. The visits of these gentlemen can hardly fail to benefit the business of fire underwriting in this field. The home office people, traveling here and there on the Coast, inspecting our cities, "chinning" with general and special agents, learning new facts and readjusting old views, can certainly form more nearly correct ideas of the conditions of successful underwriting in this field than they can from any amount of correspondence. The COAST REVIEW, therefore, in behalf of Coast insurance men, warmly welcomes the Eastern man-

agers now here, and cordially invites the home office people generally, East and abroad, to pack their "grips" as soon as possible, and sail and "car" for the Golden Gate.

Life and Casualty Paragraphs.

IN the Mutual Benefit Life in the past seventeen years losses by death among those insured by extended policies have been 87 per cent. of the probable losses.

NEARLY seven millions so-called insurance in the little Bankers Alliance lapsed last year! This fact is a "dead give away," whether the certificates were given away or not.

THE officers of the Bankers Alliance try to saddle on the California insurance department the responsibility for alleged errors in the annual statement of a year ago. There are blunders in this year's statement also.

A CHICAGO bookkeeper thought insurance in the American Surety didn't mean much, and a year ago he absconded without the fear of his bonds-company. The other day the company's inspector found him in Mexico. Now the bookkeeper is in a Chicago jail, so closely guarded that he cannot choose between Chicago and the other place.

WE REPRINT a table of the condition of and insurance written by the life companies actively engaged in business on the Pacific Coast. Last month's table gave the amount of new policies written. As altered this month, the "written in 1895" column includes the small amounts reviewed and added by dividends, etc., which, in a liberal sense, is really new business. This table will appear in the COAST REVIEW INSURANCE CHART.

THE Penn Mutual resisted a case on so many grounds that it requires over thirty pages of the Federal Reporter to print the adverse rulings of the court. Among the reasons for refusing to pay the claim advanced by the company whose San Francisco agent boasts that it resists no claims are these characteristically weighty

ones: That he failed to mention one of the smaller policies out of the four on his life; that his "occupation" was that of an embezzler as well as a bank teller, and that he had dyspepsia. For all and several of which omissions the defendant asked for a verdict and did not receive it. The jury held that the omissions were not material to the risk.

THE Equitable, Germania and Mutual increased their foreign business last year. The New York Life's and the Mutual Reserve Fund's foreign business fell off. President McCall of the New York Life says his company does not care whether or not the Prussian Government reconsiders its expulsion of the American companies. On January 1 the New York Life ceased to do business in South America, except Chili, where only gold policies are issued.

BENJAMIN F. STEVENS, president of the New England Mutual Life Insurance Company, returned from a two months' trip abroad Thursday, April 9, just forty-nine years to a day after he was first elected secretary of that company in 1847. Sixteen years later, in 1863, Mr. Stevens was elected vice-president of the company, and three years later, in 1866, was chosen president, succeeding Willard Phillips. Mr. Stevens commenced his fiftieth year of consecutive service with the New England the day of his return, apparently as hale and hearty as when he was first elected secretary.—*Boston Standard*.

ARE the companies ready for electric street-car lines on Market street, San Francisco? We have heard of fire underwriters objecting to the overhead powerwires on business thoroughfares like Market.

FIRE ITEMS.—The Iowa Fire will hereafter be operated by the Capital Fire. The union is said to be a capital idea. The Iowa was impaired.—The Svea has reinsured the business of the Atlantic Mutual of Rhode Island.—The Standard Mutual of Boston has been placed in a receiver's charge. His charge will be large.

Life Insurance Companies Operating on the Pacific Coast.

Name.	Com- menced.	Capital.	Assets Dec. 31, 1895.	Assets Dec. 31, 1894.	Surplus Dec. 31, 1895.	Not Taken.	Inc. 31, 1895, Dec. 31, 1894.	Inc. 31, 1895, Dec. 31, 1894.
Pacific Mutual	1868	\$ 100,000	\$ 2,016,979	\$ 2,813,858	\$ 221,389	\$ 519,110	\$ 14,152,895	\$ 14,152,895
Aetna Life	1850	1,500,000	43,506,038	42,030,800	6,874,025	3,213,213	140,027,201	135,997,796
Connecticut Mutual	1846	100,000	62,754,975	62,234,925	8,101,149	805,878	188,942,056	156,086,571
Equitable Life	1859	100,000	199,757,181	185,044,310	39,144,490	33,071,511	912,878,553	913,876,733
Germania	1850	200,000	21,472,368	20,037,685	1,832,140	1,378,612	69,025,162	68,902,870
Home Life	1860	125,000	8,981,863	8,745,046	1,035,195	2,014,260	42,217,044	38,507,735
Manhattan Life	1850	100,000	14,199,021	13,701,318	866,026	1,884,175	61,012,171	61,018,675
Massachusetts	1851	17,005,492	15,653,366	15,653,366	1,267,139	4,902,859	97,071,661	80,858,280
Mutual Benefit	1845	58,226,800	55,600,102	55,600,102	1,034,047	4,102,821	218,017,716	200,369,508
Mutual Life	1843	219,704,953	294,638,784	26,880,017	32,850,458	4,102,821	898,458,857	855,207,778
National Life, Vt.	1850	12,144,839	11,045,676	14,394,805	15,868,054	2,501,685	69,723,642	64,978,940
New England Mutual	1843	25,247,584	21,276,148	2,117,730	12,948,186	1,301,000	988,97,056	92,808,387
New York Life	1858	174,791,911	162,011,770	21,038,678	56,798,201	7,393,986	799,027,349	813,204,100
Northwestern Mutual	1848	82,002,397	73,324,604	16,513,604	23,071,508	3,926,850	130,136,317	126,537,078
Penn.	1847	27,478,504	24,960,660	3,282,782	23,071,508	81,814,921	81,814,921	81,351,589
Provident Savings Life	1875	1,757,181	1,757,181	713,361	17,280,407	2,941,195	87,385,158	81,351,589
Travelers	1866	194,235,220	17,664,667	2,655,681	26,676,007	4,410,507	81,280,778	75,211,098
Union Central	1867	11,342,154	12,715,671	1,657,127	8,093,107	1,396,460	36,932,148	36,312,041
Washington	1849	6,781,561	6,597,336	423,200	7,973,440	1,134,759	38,505,749	36,312,041
Washington	1860	125,000	13,955,065	13,327,518	523,204	1,134,759	38,505,749	36,312,041

* On basis of paid for business only. † Admitted by insurance departments. ‡ On basis of "admitted" assets. § Including revived and increased.

San Francisco Fire Patrol Report.

The report for the quarter ending March 31, 1896, gives a total of \$390,505 San Francisco premiums, against \$533,735 for the corresponding quarter in 1895. The several non-contributing companies had a total of \$22,718 premiums in last year's first quarter. Making due allowance for their premiums this year, there has been a decline of about \$130,000 city premiums in the first quarter, which is a loss of 40 per cent.!

The companies which do not contribute to the support of the fire patrol, and therefore do not report their business, are as follows: Continental, Franklin, Magdeburg, Northwestern National, Orient, Westchester and Williamsburg City.

Only eighteen companies out of fifty-nine report increased premiums.

The quarterly assessment last year was 1 1/4 per cent., yielding \$6,671. This year it is 1 1/4 per cent., yielding only \$4,881 for the support of the patrol. Now there is only one station, however.

Burned on the Pacific Coast.

The Chronicle Fire Tables, abridged edition, summarize the United States fires of 1895, and give a total property loss of \$142,110,233 and a total insurance loss of \$84,689,030. This is the lowest insurance loss since 1890. California is charged with 1,983 fires, of which no fewer than 831 were "exposures." Oregon had 599 fires, 122 of which were exposed risks. Washington reports 800 fires, with 229 exposures. Property losses on the Coast as follows:

Arizona	\$ 197,475
California	5,474,975
Colorado	1,161,163
Idaho	156,356
Montana	654,409
Nevada	155,986
New Mexico	299,110
Oregon	1,343,935
Utah	389,344
Washington	2,683,063
Wyoming	276,007

These figures, we believe, are fairly correct, though the insurance losses seem overestimated.

Union Mutual Life Insurance Company.

The annual report of this sterling New England life insurance company shows very satisfactory results achieved in 1895. Gains were made in assets, surplus, premiums and insurance in force. An increased number of policies were written last year. The total policies in force now number 20,916, insuring \$36,932,148. The object of the officers, to write an increasing number of small policies, has evidently been rewarded.

The management of the Union Mutual say:

It is our aim that the growth of our business shall be healthy and unforced, and fully realizing that the amount of new business written should be in proportion to the amount of business already in force on the books of the company, and that reaching out into new fields always means increased expense, it is our determination to confine ourselves to territory now occupied, and to procure only such business as we believe to be, from the standpoint of character and quantity, for the interest of our company to place upon its books.

The amount of new business written in Maine, the home state of the company, was the largest of any year in the history of the company, which fact may properly be cited in proof of the popularity of the company where best known.

Since organized in 1849 the Union Mutual Life has paid \$28,587,200 to policyholders—or \$2,000 every working day. This is an exceedingly good record, especially when considered in connection with receipts.

Under the provisions of the Maine non-forfeiture law, 297 claims for \$639,208, otherwise forfeited, have been paid. Some of these claims were on policies extended seven years by the non-forfeiture provision.

The forty-sixth annual statement presents these very satisfactory figures: Assets, \$6,797,391; surplus, 4 per cent. basis, \$435,113; income, \$1,330,110, expenditures, \$1,153,064.

Manager Leavitt, of the Pacific Coast department, wrote a largely increased amount of business last year. Here in

California the new business increased about 50 per cent. Part of this success, a large part, is of course due to Mr. Leavitt's management, and another part is also due to the attractive contracts of life insurance which the Union Mutual is offering.

Indemnity in Ancient Germanic Days.

We English-descended folk are Teutonic in our origin. The Celtic and Latin mixings for 90 per cent. of us are so small as to carry little of the influence of blood. Teutonic deeds, rites, ceremonies, superstitions, climatic and territorial conditions of the Scandinavians of the North, the Germans of the South, the Holstein folk of the middle ground, make for English, British, Canadian, Australasian and American characteristics, down the ages for one, two and three or more thousand years. Language, beliefs, habits, emotions, likes and dislikes, are the fruits of the like in Germanic and Northland forests and swamps and mountains of by-gone ages. Latin folks and culture and beliefs have not affected us much, though we have borrowed words and script. Germanic type itself is but mediæval Latin scratched on wood and stone; and the Northland people have imposed more gods and superstitions and festivals than they have accepted from the Southland people. Tuesday, Wednesday, Thursday, Friday and perhaps Saturday—what are these but the days of Germanic gods?

In a recent scholarly work on "Germanic Origins" the author touches on indemnity for killing and maiming. It seems so much like the beginning, at least the suggestion, of accident and life insurance, that we quote at some length.

A great step in civilization, says the able author, came with the compounding of murder by the payment of a definite price. Probably it began, as was only just, with cases of accidental killing or maiming. This is styled *wergild* (vergilt), or man-price. The sum was fixed according to the rank, birth and office of the person killed. The wergild for women varied, from half as much as for a man,

to a very high price if the woman was pregnant.

Tacitus said: "Family feuds are not proof against all settlement. Even murder is compounded with the payment of a definite number of cattle." King Edmund decreed, "let the murderer, of whatever rank, bear the vengeance that is due unless he can pay the full price within twelve months." Every murder, by whomsoever, must be compounded.

In time, fines were fixed for every sort of wound, in proportion to the importance of the bodily loss—eye, hand, foot, limb or other. One law fined a man three shillings for striking another on the nose. Clergymen were valued above ordinary folk, and to cut off the nose of an ecclesiastic was costly pleasure, though his nose were thrust into another's affairs.

Family feuds were more destructive than those in their savage descendants in Kentucky to-day. The first duty of the wanderer on returning home was to kill the "baneman" (or murderer) who had meantime "removed" one of the family. One chief boasts that he has killed thirty-three men and never paid a penny of wergild, and later is himself killed because he contemptuously refuses to pay a cent of the indemnity prescribed by law and custom. As the whole clan shared the wergild—the Lloyds profits, as it were—so they all were exposed to the feud.

Even accidental injury excused not the author. Innocent relatives suffered for the carelessness of the man who caused the injury. This indemnity or wergild was "blood money," but only the noblest souls rejected it. "I will not carry my son in my purse!" exclaimed the old Norseman who spurned the proffered satisfaction.

All this seems like the barbaric beginnings of personal indemnity—the accident insurance of to-day—a price according to loss of limb or sight.

REGARDING a circular attack on the Travelers, President Seward of the Fidelity & Casualty says in a circular to his agents: "The distribution of such circu-

lars or the use of such methods in soliciting business by our agents is positively forbidden. Any agent circulating matter which has not received our approval is very likely to be liable in an action for libel."

Ninety Days Clause in Accident Insurance.

Accident policies have a clause limiting liability for fatalities to those cases where the insured expires as the result of an accident within ninety days of the time of the accident. This clause is designed to protect the insurer from natural death claims based on accidental injuries. The average jury could be too easily persuaded that death in such cases was owing to such injuries, even though months had elapsed and the assured had resumed his usual vocation.

The intention of both parties to the contract, however, is manifestly to indemnify in an agreed sum for loss by death caused by an accident.

If, through unusual circumstances, death from accidental causes should be delayed more than ninety days, and yet unmistakably be the effect of such accident, equity would require the insurer to pay the agreed indemnity for accidental death.

The letter of the contract undoubtedly relieves the insurer; but the courts have held that the manifest intention of both parties to an insurance contract will be enforced. There is not a jury that would not return a verdict for the claimant under clear circumstances of accidental death during the period of insurance but after the ninety days' limit had expired; and under the same circumstances the courts, we believe, would rule in favor of the claimant, on the ground of the original intention of insured and insurer.

Let us suppose a case within the limits of possibility. The insured meets with a serious accident which breaks bones and injures him internally. He is placed in charge of skillful physicians. Ordinarily the man would die in a week or two, but these able physicians are able to locate the internal injuries and to sustain life by artificial means. Experiments are made with new appliances, rare surgical art is

employed, the patient is supported by powerful stimulants. He is kept alive for months, but is never able to leave his bed nor use his broken limbs. The crisis is postponed beyond the ninety days. On the ninety-first day the poor bruised, broken, drug-supported patient at last yields to the incessant assaults of death and dies. He really never had a chance to recover after the accident. The deceived physicians have unwittingly been working for the accident insurance company. Trying to achieve a triumph for the science of medicine they have been effecting a saving for the accident company or association which does not agree to pay where the insured lives longer than ninety days, and which is willing to live up to the letter rather than the spirit of the policy.

Honolulu Insurance Directory.

F. A. SCHLEFER & Co.

Magdeburg Fire Insurance Company.
Hamburg-Bremen Fire Insurance Co.

BISHOP & Co.

Liverpool & London & Globe Insurance Co.

CASTLE & COOKE.

Ætna Insurance Co.
Alliance Assurance Co.
New England Mutual Life Ins. Co.

THEO. H. DAVIES & Co.

Northern Assurance Co.

J. M. DOWSETT.

Hartford Fire Ins. Co.
London & Lancashire Fire Ins. Co.
Palatine Insurance Co.
New York Life Ins. Co.

H. HACKFELD & Co.

Transatlantic Fire Ins. Co.
North German Fire Ins. Co.

B. CARTWRIGHT.

Lion Fire Ins. Co.
Imperial Fire Ins. Co.
Commercial Union Assurance Co.
Equitable Life Assurance Society.

JOHN S. WALKER.

Royal Ins. Co.
Alliance Assurance Co.
Scottish Union & National Ins. Co.

ED. HOFFSCHLEGER & Co.

North British & Mercantile Fire Ins. Co.

E. F. BISHOP.

Caledonian Insurance Company.

C. BOLTE.

Prussian National Fire Insurance Co.
National Fire Insurance Company.

H. W. SCHMIDT & SONS.

Atlas Assurance Company.

WILDER & Co.

German-American Insurance Co.

F. W. MACFARLANE.

Manchester Fire Assurance Co.
New York Underwriters Agency.

H. LOSE.

Insurance Company of North America.

J. H. PATY.

Firemans Fund Insurance Co.
Manhattan Life Insurance Co.

HAWAIIAN SAFE DEPOSIT & INV. CO.

Sun Insurance Office.

H. WATERHOUSE.

Union Insurance Society.

JOSEPH H. FISHER.

Manhattan Life Insurance Co.

S. B. ROSE.

Mutual Life Insurance Company.

Of Interest to Mortgagees.

The Connecticut Mutual Life Insurance Company commenced foreclosure proceedings against a mortgagor on the ground that he had suffered the mortgaged property to be sold for taxes in contravention of the covenants in his mortgage. The evidence disclosed the fact that at a tax sale of the premises in question the east one-vigintillionth part of the same had been sold and a tax certificate issued for the same. The complainants alleged that this was a cloud on the title, and that as they had purchased the certificate they were entitled to foreclose their mortgage and have an accounting for the sum advanced by them for the taxes.

The lower court held that the one-vigintillionth part was so unappreciable that it could not be set apart; that the sale was therefore not a cloud on the title. The appellate court holds that the one-vigintillionth part is inappreciable to

the physical senses, even with the aid of a microscope, it is a recognizable entity by the mind and would cut off access from the street.

The Management Is Reckless and Incompetent.

THE BANKERS ALLIANCE EMPLOYS UNSCRUPULOUS SOLICITORS AND ACCEPTS IMPAIRED RISKS—POLICIES ARE GIVEN AWAY, LONG CREDIT IS OFFERED, AND HEAVY LIABILITIES ARE ASSUMED RECKLESSLY—THERE IS TROUBLE AHEAD.

The Bankers Alliance of Los Angeles, Cal., is an assessment life and accident association, organized and managed by men who are not practical, experienced life underwriters. There is not an actuary connected with the concern, nor even any conscientious person who understands the fundamental principles of "life insurance that insures." We make this assertion on the basis of the present rates of the association, which are too low to meet the death and disability claims under its contract of indemnity. Statistics of life and accident insurance, easily accessible to the managers of the Bankers Alliance, demonstrate that it cannot meet its obligations with the premiums it now charges.

Since organized a few years ago the Bankers Alliance has adjusted and re-adjusted its rates, which were repeatedly found to be too low to pay claims. The present rates are still too low, but even if they corresponded to the American Experience Table of Mortality they would still be inadequate because there is no sufficient reserve to meet the heavy liabilities incurred under the previous low rates, and further, because the association has assumed the additional hazard of accidental disability.

The death claims under the old certificates will mature in an increasing ratio, and there will be no reserve fund with which to pay them. To pay them out of the regular income will be impossible, and any extra assessments would be resisted. These old liabilities, therefore—granting the existence of favorable conditions otherwise—carry disaster with them.

We have challenged the managers of the Bankers Alliance to prove that the premium rates of the association are sufficient to meet its mortality and disability obligations, according to any mortality and accident statistics covering the necessary number of years; but this challenge has never been accepted. We repeat this challenge, and we reassert that both the law of mortality and the average of accidents make it impossible for the Bankers Alliance to fulfill its promises to its certificate-holders.

The original organizers of the Bankers Alliance were deposed. The present managers, however, are not above suspicion. The secretary was formerly identified with a defunct "endowment" humbug. The president is a figurehead. Other men prominently connected with the management or agency force are unscrupulous ex-solicitors of "old line" life insurance companies. We learn on good authority that these ex-solicitors have been the means of "loading" the Bankers with a bad class of lives, including a number of impaired risks previously rejected by the regular life insurance companies.

There has been a distinct change in the policy of the management of the Bankers Alliance. We suspect the existence of a plan to write new business recklessly in order to quickly accumulate a considerable fund in excess of current expenditures. It is in the seeming furtherance of this reckless undertaking that experienced, crafty, conscienceless solicitors, discarded by the legitimate companies, have been employed to solicit for and to "twist" into the Bankers Alliance. Is it possible that the management is imitating the defunct Bankers & Merchants Mutual Life Association, and trying—by specious promises and the acceptance of impaired risks—to create a large reserve fund which can not be found when the Bankers Alliance likewise goes to pieces?

Recently the Bankers Alliance, as we are informed, wrote a policy on the life of a man weighing over 350 pounds. Such an excess-weight risk is notoriously a bad one, from a life insurance point of view.

In Oakland, Cal., under the new "high pressure," "get business" policy of the managers and sub-managers, the Bankers Alliance wrote policies on the lives of two men known to be in poor health. These risks had been "turned down" by the medical examiners of several life insurance companies: and even a St. Paul company which makes a specialty of insuring impaired lives refused to issue a policy on the life of one of these men at any price.

The acceptance of such impaired risks by the Los Angeles association indicates very loose methods of management, especially in the medical department. The conclusion is unavoidable—whether such acceptance of bad lives be the result of incompetence at Los Angeles or dishonesty and collusion in the field—that many of such bad risks have been imposed upon the association and will seriously affect the mortality and the cost. Writing business at confessedly too low rates in the first place, writing at too low rates now, and thereby piling up embarrassing liabilities, the affairs of this scheme of ignorant adventurers have been still further complicated by the addition of these notoriously unhealthy risks.

We are sure that the reader will agree with us that the present condition of the Bankers Alliance and the character of the management demand an investigation by disinterested experts selected by the certificate-holders themselves. The association's own figures need corroborative testimony, as to business, income expenditures and money on hand. Until such an investigation is held, the members of the association are contributing blindly, with no reasonable assurance that the association is even supplying temporary insurance at a figure too high for term insurance and too low for insurance for life.

In the Bankers Alliance statement we find the following items of unpaid claims:

Losses resisted	\$ 5,000
Losses reported	22,000
Total acknowledged unpaid losses .	\$27,000

Besides, there are, as contingent assets, assessments for \$40,651 "unadjusted losses," making a much larger total unpaid.

es." making a much larger total unpaid.

The admitted unpaid losses are over half the available or invested assets! A common sense view of the affairs of the association would pronounce it insolvent already, since it has not assets enough to meet unpaid claims and reinsure its members.

Bankers Alliance Annual Statement.

Here are the official figures of the annual statement of the Bankers Alliance of Los Angeles, as made under oath and filed with the state insurance department:

Net invested assets	\$48,974
Reserve fund notes	92,769
Bills receivable	7,016
Advances to agents	2,447
Office furniture	1,500

Total real and alleged assets, \$152,706

Of course only the "invested assets" are worthy of consideration; the remainder of the assets are as shadowy as the "stuff of which dreams are made." Other figures are:

Premiums and NOTES	\$174,118
Interest	2,698

Total receipts \$176,816

Losses paid	\$ 80,744
Commissions to agents	20,438
Advances to agents	8,811
Salaries	24,990
Medical examinations	12,502
Miscellaneous	24,796

Total expenditures \$172,281

The expenses of management were \$91,537, or \$1.13 for every \$1.00 of losses paid. The balance of receipts over expenditures was only \$4,535, in the form of notes, we suppose, and therefore not a valuable contribution to the alleged reserve fund.

The Bankers Alliance is working on a small margin indeed. With its "level" rates, at a time in its career when the premiums should greatly exceed the death losses, the association is able to report only \$4,535, including notes, in excess of expenditures. This is indeed a very small contribution toward a sinking fund to meet the increasing death losses following

increasing age. How can the association pay the inevitable increase of losses? We are sure that it can never pay them.

Remarkable Discrepancy.

In a summary of its affairs since organization the Bankers Alliance makes the following showing:

Total Receipts	\$569,490 47
Total Disbursements	520,516 77
Balance	\$ 48,973 70

The latter sum should represent its assets, which is certainly not a large sum with which to meet an increasing death rate. But elsewhere the association claims \$152,706 assets. Whence came the difference between the \$48,973.70 "balance" over disbursements and the assets claimed? Here is \$103,733 unaccounted for.

So-called Endorsements.

It is the easiest thing in the world to secure endorsements for any kind of scheme—especially for an assessment insurance association. The Universal Benevolent (marriage endowment) Association of San Francisco—contemptible fraud designed to cheat servant girls—was endorsed by bankers, merchants, doctors, and judges of the higher courts. It soon bursted. The Bankers and Merchants and the Home Benefit, both of San Francisco, paraded long lists of leading citizens who endorsed something—the managers or the "plan." But both failed and left thousands of dollars of unpaid claims. "There were others," which it is a waste of good white paper to name.

Here comes the Bankers Alliance of Los Angeles, another venture of adventurers, "endorsed" by leading citizens, many of them good natured fellows, ever ready to oblige a friend with the use of a name. They perhaps do not realize that the name of a prominent man may be the means of duping ignorant people. It is too bad that regard for the truth compels us to add that free insurance for six months or so too often persuade some of these leading citizens to allow the use of their names as members or as "referred to by permission"

or as having confidence in the management and the plan.

The reader should regard these spurious or purchased endorsements, or what-not, as unworthy of a moment's consideration, and moreover as a reflection on the character of an association which finds it necessary to support its pretentions with the like.

An Ex-Insurance Commissioner's Endorsement.

The Bankers Alliance of Los Angeles continues to print a formal certificate of its solvency three or four years ago—not of its solvency to-day—issued by the then insurance commissioner of California, J. N. E. Wilson. This certificate was written in the stereotyped form, applicable to any assessment insurance society whose creditors do not press it too urgently.

Mr. Wilson's certificate of solvency, or his alleged endorsement of the Bankers Alliance, has no weight with well informed people for several manifest reasons:

First, there is no standard of solvency for an association operating on the plan of the Bankers Alliance.

Second, the association might have been solvent then, according to its own standard, and yet be insolvent to-day.

Third, a number of state insurance commissioners have testified to the solvency of companies which the developments of a few days later proved to be bankrupt.

Fourth, this same ex-commissioner, Mr. Wilson, whose stereotyped and meaningless certificate the Bankers Alliance is still industriously circulating, also certified to the solvency of the Home Benefit Life Association of San Francisco, and moreover endorsed it, a few days before that insolvent concern "reinsured" in a rotten New York association. Moreover, this same Mr. Wilson, so proudly quoted by the decadent Bankers Alliance, endorsed and attested the solvency of the disreputable Mutual Benefit Life Association, which a few weeks later went into the hands of a receiver and left several hundred thousand dollars unpaid claims. This was very unkind of this New York assessment association, and it showed a cruel disre-

gard for the California insurance commissioner's reputation as a judge of solvency.

Lastly, this same J. N. E. Wilson while insurance commissioner made an examination of the affairs of the late lamented State Investment & Insurance Company of San Francisco, and gave it a certificate of solvency three weeks before it closed its doors forever. The State Investment was rotten when Mr. Wilson certified to its solvency—so rotten that its responsible stockholders had “unloaded” and there were not enough assets to pay a small fraction of the unpaid losses.

In view of the alleged endorsement of the Bankers Alliance by the insurance department of California, it would be well for the public to bear in mind, in addition to the foregoing, that though the Bankers Alliance may have been solvent when “endorsed” by the ex-commissioner, according to the most liberal assessment standards, by these same standards it may now be insolvent. A sufficient time has elapsed. Further, that though the Bankers Alliance was insolvent at that time, it could easily have survived in an unceasing and even in an increasing degree of insolvency, through the aid of an increasing amount of new business.

The object of this article is not to discuss the question of the solvency or insolvency of the Bankers Alliance. Time will settle that question soon enough. What we have undertaken to prove is the folly of attaching any credit to the insurance commissioner's certificate of solvency, and the greater folly of which the Bankers Alliance is guilty when it confesses the great need of such certificate by printing one so old and of such doubtful authority.

We shall agree with the *Insurance Herald* that Honolulu is a good place to start an insurance journal, as soon as we feel sure that five are sufficient to meet the San Francisco demand.

THE Equitable Life has had the good sense to slacken speed. President Hyde's action is in favor of the policyholders.—*Ex.*

Mutual Reserve Fund Life Association of New York.

No good can come from concealing the real cause of the increased assessments which the policyholders of the Mutual Reserve Fund are called upon to pay. The evil day might have been put off for some time had the increase in the death rate been the only factor in the problem of making ends meet. The Mutual Reserve has been extremely fortunate as to its mortality rate, which has been considerably below the average experience. The expense ratio, however, has been climbing at a rapid pace, and here is the source of the present trouble. In 1886 less than one-fifth of the moneys paid by the members was used for expenses, and in 1894 nearly one-third. While the mean insurance in force doubled in the past eight years expenses quadrupled. The very liberal membership fees and dues paid by the members were regularly swallowed up, and a constantly increasing portion of the assessments, which a large majority of the policyholders believed were solely for the payment of death claims, was used as an expense fund. The abnormal growth of expenses is shown in the following statement:

	Paid by Members	Paid to Members	Expenses of Man- agement.	Ratio of Expenses to Pay- ments by Members Per Cent.
1886 . . .	\$1,835,672	\$1,149,606	\$ 353,073	19.27
1887 . . .	2,366,985	1,378,681	547,288	23.12
1888 . . .	2,633,948	1,880,117	640,843	24.15
1889 . . .	3,032,118	1,836,031	713,729	23.54
1890 . . .	3,286,425	2,146,498	821,761	25.10
1891 . . .	3,554,281	2,290,109	930,759	27.00
1892 . . .	3,949,131	2,762,866	1,088,221	27.56
1893 . . .	4,346,495	2,951,935	1,300,742	29.93
1894 . . .	4,716,295	3,078,787	1,557,749	33.03

In 1886 there was some prospect that the association might accumulate a reserve, for the payment by members exceeded the disbursements, including payments for death claims, by \$332,000. In 1894, however, the excess was only \$80,000. Had the ratio of expenses been the same in 1894 as in 1886 the surplus receipts last year would have been nearly \$750,000. Had the expense ratio of 1886 been maintained during the past eight years a surplus of more than \$2,000,000 would have been accumulated during that period in excess of what is now held, and had this happened, who will doubt that the Mutual Reserve management, instead of increasing the assessments of its members, would now, as of yore, be hurling defiance at its critics who dared insinuate that it was doing business

too cheap. That too high a ratio of expenses and not increased rate of mortality is responsible for the increased burden put upon the policyholders is further shown in the following statement of mean insurance in force and the ratio of payments to members (almost entirely for death claims) and of expenses to insurance for each of the past nine years:

	Mean Insurance in Force.	Ratio of Payments to Members (Per Cent.).	Ratio of Expenses (Per Cent.).
1886 . . .	\$136,764,375	0.841	0.259
1887 . . .	133,391,675	0.900	0.357
1888 . . .	162,728,475	0.977	0.391
1889 . . .	175,130,025	1.048	0.408
1890 . . .	189,180,817	1.135	0.436
1891 . . .	206,105,672	1.111	0.466
1892 . . .	225,814,850	1.197	0.482
1893 . . .	249,514,427	1.183	0.521
1894 . . .	277,986,585	1.108	0.560

The ratio of payments to members to insurance in force has declined in the past two years, and last year it was but little greater than in 1889. Compared with 1886 it increased less than 32 per cent. The expense ratio, however, increased 116 per cent., and here is the secret of the demand upon the policyholders to pay more or get out.—*Chronicle, N. Y.*

Bankers Alliance Paid-for Puffs.

In the daily newspapers there are paid-for puffs of the Bankers Alliance, in which it is claimed that that concern wrote much more business in California than the New York Life or the Equitable, the managers of the Los Angeles bantling omitted to say how little it received in premiums for the large amount of liability so recklessly assumed. Here are the figures of the several companies:

Bankers Alliance wrote	\$6,733,750
Premiums collected on same	17,159
Amount collected for each \$1,000 insurance	\$ 2.55
New York Life wrote	3,696,670
Premiums collected on same	138,522
Premiums collected for each \$1,000 insurance	\$37.47
Equitable Life wrote	2,054,399
Premiums collected on same	69,163
Premiums collected for each \$1,000 insurance	\$33.67

Can the Bankers Alliance pay losses?

All taxes, even insurance, are paid by consumers.

"What prominent men say" for a life office matters less than what dividends say.

Experience Teaches.

There are all sorts of schemes designed to catch suckers—the inexperienced. The Coast Review makes a specialty of exposing some of these schemes.

The agent who reads is posted. He has the advantage of the experience of others.

The experienced agent knows that the liberal company helps him to retain and to get business. We tender the inexperienced local this information.

How is he to know whether the company will deal liberally with him and his loss claimants?

Easily answered, and as easily learned. The liberal company advertises. It supports the insurance journals that champion honest insurance, sound practices, and fair rates.

We warn the local agent.

Be advised. Look in the newspapers. Look over the pages of the insurance press. Is the name of the company always absent? Let it alone. It is too economical to be honest. It is willing to profit by the expenditures of more liberal companies.

THE ILLIBERAL COMPANY.

How will the non-advertiser deal with you? You can guess. No aid from this source. No encouragement; no "letters of introduction"; no complimentary literature; no accommodations; harsh treatment when in trouble; sharp settlements of losses, for which your townsmen will hold you responsible in some degree.

The illiberal company can hurt the business of the local agent—hurt it almost irreparably. Spot it if you can, and throw it out of your office.

Advertising a company, in some sensible ways, helps the local agent. It is easier and far pleasanter to work for a well known corporation than for an obscure one; and the specifications of good points in the Coast Review is ammunition for the tongue of the agent, and a letter of credit to the property-holder.

Increased revenues and extraordinary general prosperity (agriculturists excepted) is the official report for England.

Fire Losses in the United States.

We copy the following from the Chronicle
Fire Tables:

Years.	Aggregate Property Loss.	Aggregate Insurance Loss.
1875	\$ 78,102,285	\$39,327,400
1876	64,630,600	34,374,500
1877	68,265,800	37,398,900
1878	64,315,900	36,575,900
1879	77,703,700	44,404,700
1880	74,643,400	42,525,000
1881	81,280,900	44,641,900
1882	84,505,024	48,875,131
1883	100,149,228	54,808,664
1884	110,008,611	60,679,818
1885	102,818,796	57,430,709
1886	104,924,750	60,506,564
1887	120,283,055	69,659,508
1888	110,885,665	63,965,724
1889	123,046,833	73,679,465
1890	108,993,792	65,015,465
1891	143,764,967	90,576,918
1892	151,516,098	93,511,936
1893	167,544,370	105,994,577
1894	140,006,484	89,574,699
1895	142,110,233	84,689,030
Totals	\$2,219,500,491	\$1,298,276,508

Fire Insurance Business in Nevada in 1895.

Companies.	Premiums Received.	Losses Paid.
Aetna	\$ 1,291	\$ 400
Alliance	1,576	..
American, Newark	220	338
Atlas	739	..
British America	609	..
Caledonian	2,953	714
Commercial Union	2,184	2,933
Continental	1,691	2,689
Connecticut Fire	682	..
Firemans Fund	5,504	400
Fire Association, Phila.	895	150
German-American	1,427	1,254
Hamburg-Bremen	3,695	625
Hartford Fire	1,414	..
Home, N. Y.	6,592	2,070
Imperial	1,803	445
Ins. Co. of North America	915	14
Lion Fire	1,861	..
London & Lancashire	4,108	58
Liverpool & London & Globe	6,736	3,500
London Assurance	279	..
Lancashire	1,936	8
Manchester Fire	1,241	496
National Fire, Hartford	1,359	..
Norwich Union	1,605	825

North British	1,059	735
Orient	1,587	153
Palatine	2,270	105
Phoenix, Hartford	6,802	2,070
Phoenix, London	1,352	719
Phenix, Brooklyn	602	6,213
Pennsylvania	714	..
Queen	995	..
Royal	1,005	825
Scottish Union	2,325	1,377
Springfield Fire	660	..
Sun, London	2,066	830
Western, Toronto	812	..
Totals	\$72,377	\$32,083

Average loss ratio in 1895 was 44.3 per cent.

California Marine Figures.

LOCAL COMPANIES.				Av. Rate.	Av. per Co.
Yr.	Cos.	Written.	Premiums.		
1877	5	\$20,760,390	\$511,468	2.46	\$102,293
1888	6	25,093,798	455,629	1.81	75,838
1889	6	22,814,703	193,391	1.76	67,215
1890	5	19,703,243	393,543	2.01	79,109
1891	1	24,086,704	469,913	1.96	117,478
1892	3	19,615,382	352,969	1.80	117,656
1893	3	22,250,522	260,187	1.19	86,700
1894	3	13,284,725	215,075	1.62	71,992
1895	2	12,223,255	200,419	1.61	100,209

EASTERN AND FOREIGN.

Yr.	Cos.	Written.	Premiums.	Av. Rate.	Av. per Co.
1877	22	\$60,908,997	\$1,057,679	1.73	\$18,076
1888	41	109,180,036	1,297,067	1.09	32,426
1889	41	118,200,756	1,199,143	1.01	29,247
1890	39	114,725,841	1,130,910	0.98	28,997
1891	40	142,653,827	1,534,362	1.07	38,359
1892	40	126,181,805	1,285,907	1.02	32,147
1893	45	106,360,264	1,094,252	1.03	22,094
1894	44	94,997,451	897,865	0.94	20,406
1895	46	115,713,868	1,048,897	0.90	22,815

United States Fire Losses.

	1895.	1894.	1893.
January	\$11,500,000	\$12,000,000	\$18,400,000
February	14,000,000	11,000,000	11,500,000
March	14,500,000	11,000,000	17,400,000
April	11,500,000	12,000,000	14,200,000
May	9,500,000	12,000,000	10,900,000
June	9,500,000	10,000,000	13,600,000
July	10,500,000	15,000,000	14,600,000
August	12,000,000	14,000,000	14,700,000
September	12,000,000	13,000,000	12,700,000
October	14,000,000	10,000,000	13,000,000
November	11,000,000	11,000,000	12,100,000
December	12,500,000	13,000,000	14,000,000
Total	\$142,500,000	\$144,000,000	\$167,600,000

New York Life Insurance Company

JOHN A. McCALL, President

HAVE YOU SEEN OUR—

New Accumulation Policy

WITH GUARANTEED CASH SURRENDER VALUES?

It provides for a Cash Surrender Value, Cash Loans at 5 per cent., Term Extension and Paid-up Insurance.

IT IS AUTOMATICALLY AND ABSOLUTELY NON-FORFEITABLE AFTER THREE FULL PREMIUMS HAVE BEEN PAID, AND IS INCONTESTABLE FOR ANY CAUSE AFTER ONEYEAR.

The following illustration of a Whole Life Policy for \$10,000, issued at age 35, shows its advantages when compared with the policies issued under the Massachusetts Non-Forfeiture Law, which heretofore has been regarded as giving very liberal guarantees to retiring policyholders.

Illustration of Guarantees, \$10,000. Ordinary Life, Age 35. Annual Premium, \$281.

At End of	N. Y. Life		Massachusetts		N. Y. Life		Massachusetts		N. Y. Life		New York Life Extension Given.
	Cash Value.	Law Value.	Law Value.	Paid-up Insurance Guaranteed.	Paid-up Value.	Loan Guaranteed.	Paid-up Value.	Loan Guaranteed.			
3rd year	\$ 160 00	\$ 180 00	\$ 180 00	\$ 660 00	\$ 495 00	\$ 290 00	2 years 8 months.				
4th year	320 00	305 00	305 00	950 00	820 00	500 00	4 years 1 month.				
5th year	550 00	435 00	435 00	1,330 00	1,142 00	600 00	5 years 5 months.				
6th year	660 00	569 00	569 00	1,590 00	1,459 00	710 00	6 years 6 months.				
7th year	780 00	707 00	707 00	1,850 00	1,772 00	820 00	7 years 6 months.				
8th year	910 00	850 00	850 00	2,110 00	2,081 00	940 00	8 years 6 months.				
9th year	1,040 00	997 00	997 00	2,360 00	2,384 00	1,180 00	9 years 5 months.				
10th year	1,310 00	1,149 00	1,149 00	2,750 00	2,681 00	1,320 00	10 years 2 months.				
11th year	1,460 00	1,363 00	1,363 00	3,000 00	2,971 00	1,460 00	10 years 10 months.				
12th year	1,620 00	1,461 00	1,461 00	3,260 00	3,252 00	1,620 00	11 years 4 months.				
13th year	1,780 00	1,622 00	1,622 00	3,510 00	3,526 00	1,780 00	11 years 10 months.				
14th year	1,940 00	1,785 00	1,785 00	3,750 00	3,792 00	2,100 00	12 years 2 months.				
15th year	2,330 00	1,951 00	1,951 00	4,200 00	4,050 00	2,330 00	12 years 5 months.				
16th year	2,520 00	2,120 00	2,120 00	4,450 00	4,301 00	2,520 00	12 years 8 months.				
17th year	2,700 00	2,292 00	2,292 00	4,690 00	4,544 00	2,760 00	12 years 10 months.				
18th year	2,800 00	2,465 00	2,465 00	4,920 00	4,779 00	2,890 00	12 years 11 months.				
19th year	3,080 00	2,641 00	2,641 00	5,150 00	5,007 00	3,080 00	12 years 11 months.				
20th year	3,280 00	2,819 00	2,819 00	5,370 00	5,227 00	3,280 00	13 years 0 months.				

FOR RATES AND AGENCIES APPLY TO THE

HOME OFFICE, 346 Broadway, New York City,
Or to CHAS. A. McLANE, Agency Director, Rooms 17 to 22, 2nd Floor, Mills Building, S. F.

Fire Insurance Business in Utah in 1895.

<i>Companies.</i>	<i>Premiums Received.</i>	<i>Losses Paid.</i>
Aachen & Munich	\$ 2,773	\$ 341
Ætna	5,705	6,069
Alliance	4,884	606
American, Newark	871	88
American Central	2,028	1,649
American Fire, N. Y.	576	
American Fire, Phila.	2,220	5,737
Atlas	3,875	4,679
British America	2,130	949
Caledonian	2,673	3
Connecticut Fire	4,107	2,027
Equitable	402	141
Fire Association	2,594	1,100
Firemans Fund	7,826	5,005
Firemens, Baltimore	661	
Franklin Fire	820	845
German-American	5,261	363
Girard	412	
Greenwich	1,021	
Hamburg-Bremen	4,162	3,744
Hanover Fire	4,273	367
Hartford Fire	34,810	4,552
Home, N. Y.	19,047	6,340
Home, Salt Lake	28,394	7,996
Home Mutual	2,107	3,670
Imperial	3,508	742
Ins. Co. of North America	4,377	5,590
Insurance Co. State of Penn.	288	835
Lancashire	7,448	6,292
Lion Fire	2,943	2,330
Liverpool & London & Globe	8,301	7,012
London Assurance	2,243	4,562
London & Lancashire	7,175	1,936
Magdeburg	1,034	922
Manchester	3,249	2,077
Merchants, Providence	402	141
Milwaukee Mechanics	2,384	5,522
National Fire, Hartford	6,965	7,705
New Zealand		1,913
Niagara Fire	373	
North British & Mercantile	4,600	3,834
Northern Assurance	2,243	4,562
North German	2,799	1,225
Northwestern National	933	551
Norwich Union	4,974	915
Orient	2,652	9
Palatine	3,911	6,545
Pennsylvania	2,846	3
Phoenix, Brooklyn	20,211	4,479
Phoenix, Hartford	19,038	6,652
Phoenix, London	5,695	1,260
Providence-Washington	1,666	5,926
Prussian National	924	2,192
Queen	3,288	75
Royal	4,974	915
Royal Exchange	4,182	2,993

St. Paul	1,652	665
Scottish Union	3,861	1,303
Springfield	2,728	1,717
Spring Garden	189	589
Sun, London	5,829	5,078
Traders	641	2,509
Transatlantic	2,032	1,584
Union, London	3,997	2,817
Western	1,626	88
Williamsburgh City	500	476
Totals	\$302,969	\$163,421

Average loss ratio in 1895, 53.9 per cent.

Fire Insurance Business in New Mexico in 1895.

<i>Name of Company.</i>	<i>Premiums Received.</i>	<i>Losses Paid.</i>
Ætna	\$ 3,718	\$ 1,859
American Central	1,297	45
Atlas	1,727	
British America	2,416	988
Commercial Union	2,158	2,121
Continental	1,480	1,730
Connecticut Fire	2,764	103
Fire Association	5,137	2,542
Firemans Fund	10,756	7,306
German-American	5,061	4,114
Hartford Fire	7,366	884
Home Fire, N. Y.	2,720	168
Imperial Fire	2,676	10
Insurance Co. of North America	7,217	4,658
Lion Fire	1,528	1,671
Liverpool & London & Globe	8,482	4,628
London & Lancashire	5,172	1,568
Manchester	3,388	1,026
National Fire	9,219	6,269
North British & Mercantile	4,051	606
Niagara Fire	1,749	3,179
Northern Assurance	2,475	970
Norwich Union	4,425	144
Orient	756	
Palatine	4,857	328
Phoenix Fire of Brooklyn	3,084	1,022
Phoenix Fire of Hartford	4,702	3,852
Providence-Washington	2,684	693
Queen	1,975	
Royal	8,126	3,696
Scottish Union & National	7,336	4,189
Springfield	7,499	5,371
St. Paul	2,980	34
The Delaware	1,678	722
Traders	4,128	1,029
Western Assurance	2,122	30
Totals	\$148,915	\$67,595

Average loss ratio in 1895, 45.3 per cent.

Fire Insurance Business in Oregon in 1895.

<i>Companies.</i>	<i>Premiums Received.</i>	<i>Losses Paid.</i>
Aachen and Munich	\$ 4,066	\$ 21
Ætna	18,447	6,607
Alliance, London	8,640	2,286
American, Newark	2,886	1,052
American Central	4,130	3,849
American Fire, N. Y.	3,339	1,797
American Fire, Phila.	17,506	10,207
Atlas	4,439	589
Caledonian	14,090	7,100
Commercial Union	24,309	8,149
Connecticut Fire	22,265	8,848
Fire Association	10,314	7,201
Firemans Fund	46,881	18,221
German-American	32,897	10,978
Greenwich	3,180	100
Hamburg-Bremen	23,105	10,642
Hartford Fire	25,724	7,526
Home, N. Y.	42,419	16,091
Home Mutual	28,698	14,274
Imperial	15,448	10,368
Ins. Co. of North America . . .	18,659	10,887
Lancashire	12,360	2,407
Lion Fire	11,358	7,333
Liverpool & London & Globe . .	35,507	15,231
London & Lancashire	22,682	13,611
London Assurance	9,394	4,931
Magdeburg	10,091	995
Manchester Fire	14,181	6,230
National Fire, Hartford	16,458	7,538
North British	18,143	9,106
Northern Assurance	9,394	4,931
North German	2,800	941
Norwich Union	21,800	10,938
New Zealand	24,460	12,160
Orient	12,673	10,671
Palatine	16,115	8,076
Phoenix, Hartford	42,419	16,091
Phoenix, London	17,552	8,562
Providence-Washington	1,844	31
Queen	11,728	5,735
Royal	21,800	10,938
Royal Exchange	17,507	5,138
Scottish Union	10,687	8,960
Springfield	14,955	9,666
Sun, London	23,143	21,023
Transatlantic Fire	4,510	1,901
Union, London	11,653	1,930
Westchester Fire	9,437	11,056
Western, Toronto	31,829	12,203
Totals	\$835,688	\$385,484

The average loss ratio in 1895 was 46.2.

New York Life Insurance Company.

NEW ACCUMULATION POLICY WITH GUARANTEE
CASH VALUES—THE ANNUAL STATEMENT.

The New York Life Insurance Company has just issued a new accumulation policy with guaranteed cash surrender values. Elsewhere we reprint an illustration of a \$10,000 policy, ordinary life, age 35; annual premiums, \$281. Comparison is made with rates under the Massachusetts non-forfeiture law.

This policy participates in surplus at the accumulation periods, provides for a cash surrender value, cash loans at 5 per cent., term extension and paid-up insurance; is non-forfeitable after three years, and is incontestable for any cause after one year. Altogether, there are seven desirable options. The loan guarantees seem especially liberal, and from the third to the eleventh year are larger than the cash value, and afterward the loans and cash surrenders are the same.

The annual statement of the New York Life Insurance Company shows the possession of \$174,791,991 assets, which is a gain of nearly \$13,000,000 during the year. The surplus is \$24,038,678, a gain of nearly \$4,000,000. The new insurance written and paid for was some \$130,000,000. The insurance in force and paid for is \$800,000,000.

Agency Director Charles A. McLane, Mills building, San Francisco, or the home office in New York, invites applications for rates and agencies.

Kansas.

Several months ago we said: "Wheat is exceedingly low and times are especially hard in Kansas. Let us note the effect on the fire losses." The figures are at hand. The *Weekly Underwriter* gives the Kansas loss ratio for 1895 as 67 per cent. The average for sixteen years is only 45.

Though the companies have made money in Kansas, recent events, the present state financial, the repudiation of local bonds, the superintendency of Anthony, the special taxes, all combine to make peculiarly appropriate, when ap-

plied to Kansas, this story attributed to Depew:

A Texas congressman in New York objected to the pronunciation "Howston" by a street-car conductor calling Houston street.

"Houston," said the congressman, correcting the conductor. "If you were in Texas, where the city is named after Gen. Houston, and pronounced the name 'Howston,' you'd be lucky if the Texans didn't lynch you."

"Well," retorted the conductor, "if I should go to Texas I'd deserve whatever they'd give me."

Mutual Benefit Life Insurance Company.

The fifty-first annual statement of this great New Jersey life insurance company is as follows: Assets, \$57,795,261; surplus, \$4,081,472 on basis of market value of assets; premiums, \$7,804,324; paid policyholders, \$6,849,870; new business written in 1895, \$32,846,458; policies in force January 1, 1896, 84,916, insuring \$218,917,716. Gains were made in surplus, assets, new business, premium receipts, and insurance in force. Over \$2,500,000 added to the assets in 1895. The general gains in the past fourteen years having ranged from 70 to 82 per cent.

The business of this sterling office is steadily increasing in this western field, as well as elsewhere in the country. Manager Munsell made a considerable gain in new business in California last year, though for all companies as a whole there was a material decline.

Bad Risks: Risks too far from the agency to be surveyed by the agent and inspected by the special: buildings on ground not owned in fee simple by the assured; buildings on disputed, leased or contract for deed ground, or on public land, no title; nuisance property, such as tanneries, soap works, bone-boiling establishments; red curtain dwellings in small towns; all risks, except wholesale stocks, stocks in warehouses, and brick buildings, in thriving cities, on which over 75 per cent. is written.—*Record*.

St. Paul F. & M. Ins. Co.

Last year's statement of this thirty-years-old Minnesota company is among the most favorable in its career. The losses incurred were considerably below the average and the underwriting account shows a substantial profit. The income was \$173,000 more than losses and expenses. The assets gained \$84,000, the net surplus is \$87,000 larger, and the premium income was \$52,000 greater. Altogether, it was a very satisfactory year for the St. Paul.

The annual statement contains the following creditable totals: Assets, \$2,164,959; reinsurance reserve, \$885,934; net surplus, \$631,457; surplus to policyholders, \$1,131,457; premiums, \$1,315,808; losses, \$760,519. The very handsome net surplus of the St. Paul, considerably larger than its half-million capital, will attract a second notice.

The St. Paul is now operating in this field under the management of Maj. Chas. Christensen, who also represents the American Central of St. Louis and the Lloyds Plate Glass of New York, all well and favorably known companies.

Fraternal Life Insurance.

With hardly an exception the so-called fraternal life insurance orders ignore the "law" of mortality as determined by the death rate according to age among selected lives. Either the cost is adjusted according to the average experience regardless of age, or the grades are established according to a temporary and limited experience. The results have been and will continue to be, inevitably, increasing death rates, increasing assessments, desertions of members, increasing liabilities, and finally inability to pay death claims, and then failure.

Some of the most prominent fraternal assessment orders, like the Ancient Order of United Workmen and the Order of Chosen Friends, are now financially embarrassed, and must ultimately dissolve and leave many unpaid death claims. The recent failure of the United Brethren Mutual Aid Society is a melancholy

warning to the members, especially the uninsurable members, of all fraternal insurance societies.

We have been shown two letters recently written by dissatisfied members of fraternal societies. These letters emphasize our position. They contain the testimony of men who have had the usual experience with fraternal life insurance associations, and it seems well worth the space to reprint these letters, with the consent of the authors, as follows:

SCALED CLAIMS.

PORTLAND, Or., April 11, 1896.

At the age of 54, I am convinced of the fallacy of carrying insurance in assessment and fraternal orders. My assessments have constantly increased, and the amounts paid to heirs are being gradually scaled until I no longer regard it as good insurance. A number of my friends, who, like myself, placed their reliance in these orders, are now left without insurance, and they are unable to get any as their health is impaired. It is still my good fortune, however, to be in an assurable condition, which I have taken advantage of, at this late date, by purchasing a policy in a regular, responsible life insurance company. Had I done this twenty years ago, the payment of any premium would not now be necessary, as my assurance would be fully paid up. Judging from my experience, I must say that a young man makes a great error when he places his dependence in assessment orders.

A. H. PETTIT.

NOW WITHOUT INSURANCE AND UNINSURABLE.

SALEM, Oregon, April 15, 1896.

When I was a young man, I was induced to join the United Brethren Mutual Aid Society, which, at that time, was considered the strongest fraternal order in existence. I have faithfully paid my assessments for nearly a quarter of a century, and now in my old age, when I most need insurance, and am unable to get it in a regular life insurance company, I find myself left without any insurance whatever, because this order, that I placed my reliance in, went into the hands of a receiver March 17, 1896. The chief incentive for my insuring in this order was that, owing to its fraternal bonds, it was considered safer than a regular insurance company, and besides, it appeared to be cheaper. The assessments, however, gradually increased until they became burdensome, and the total amount paid,

had I placed it in any regular life insurance company, would have purchased for me, at this time, a large amount of paid up insurance, without any further premiums to pay. It seems almost like a criminal act to induce people to place their faith in institutions of this kind.

P. C. HETZLER.

Cesar Bertheau's General Agency.

Manager Cesar Bertheau represents four fire offices, whose combined assets amount to many millions, and each of which has a handsome surplus over capital and liabilities. His general agency has long been one of the larger San Francisco offices, transacting an average annual business, in normal years, of some \$150,000 premiums.

Manager Bertheau's department includes the Hanover of New York, Firemen's of Baltimore, Prussian National of Stettin, and the Fire Association of Philadelphia.

The Hanover reports a wonderfully prosperous year, with large gains in funds and business. Losses were 16 per cent. below the general average, and the profit on the underwriting account was over a fifth of a million. Loss and expenses left a favorable balance of \$303,500 out of the \$1,590,180 income. The net surplus gained \$107,700, and nearly \$200,000 was added to the assets. The premium income advanced from \$1,338,047 to \$1,503,863. The strength of the Hanover, as determined by the policyholders' interests, is best shown by citing the \$1,217,865 surplus funds.

The Firemen's of Baltimore makes an annual statement which is certainly one of the best in its seventy years' career. Large gains in assets and premiums were made: losses paid were only 41 per cent. of the premiums; the premiums gained 18 per cent.; assets gained nearly 10 per cent.; and a large underwriting profit was realized on the year's business. In good and bad years alike, the Firemen's always maintains a handsome surplus over capital and liabilities.

The Prussian National's United States department, as we printed last month, has \$786,413 assets invested for the special

protection of its American policyholders. Of this goodly sum, nearly half is surplus over reinsurance and all other liabilities. The Prussian National is over half a century old. It is one of the prominent German fire offices, and has a subscribed and guaranteed capital of \$2,225,000, of which one-fourth is paid into the company's treasury.

The Fire Association of Philadelphia, one of the oldest and strongest of American companies, makes an annual statement which shows 1895 to have been a banner year. The income was nearly \$600,000 in excess of losses and expenses, and the underwriting profit was nearly a third of a million. Very large gains were made in assets, surplus and premiums. The annual figures are: Assets, \$5,581,243, a gain of over \$390,000; net surplus, \$802,974, a gain of \$137,000; premiums, \$2,473,561, a gain of \$229,000. With its great amount of assets, its policyholders' surplus of \$1,303,000, and its great age and prosperity, the Fire Association is able to command large lines of the choicest business.

Wanted to Advertise in The Coast Review.

When the COAST REVIEW roasts a rogue the smarting fellow usually howls "blackmail!" Sometimes when we criticise a company there is an intimation of the same kind, uttered by men who know what their own motives would be under similar circumstances. We are used to it, and don't mind it at all.

But here is a case which, in a season of extra cheerfulness, we feel inclined to notice. There is a little obscure sheet in Los Angeles, called the *Investor*—the property of an ex-insurance local, we believe. It has made itself the mouthpiece and apologist of the Bankers Alliance, an ill-managed and financially weak assessment insurance scheme. Recently the Los Angeles mouthpiece printed a screed defending the association and insinuating that an "ad." would purchase the COAST REVIEW'S silence. This of itself was unworthy of notice; but as we believe that this screed was inspired by the Bankers

Alliance, which circulates it, we notice the matter.

We are surprised that Sec. Russell, who has so vulnerable a record, should suffer himself to act dishonestly in this affair. He is foolhardy.

Secretary Russell knows that before the COAST REVIEW opened its batteries on the Bankers Alliance, the managers of that concern, through their representative, Mr. Stone, repeatedly urged the publisher to accept an advertisement. This offer was refused. Mr. S. was authorized to make this offer of an advertisement. After the COAST REVIEW began its series of articles exposing the weakness of the Bankers Alliance, General Agent Stone again tendered the publisher an advertisement and requested a discontinuance of criticism.

We dislike to refer to this matter, but are provoked to do so by the circulation of the *Investor's* innuendoes by the Bankers Alliance people. Out of their own mouths they thereby convict themselves of dishonesty, and confirm us in our distrust of "the gang."

Thames & Mersey Marine Insurance Company.

The report of the directors of the Thames & Mersey Marine Insurance Company, at the recent annual meeting, shows \$6,888,510 assets. The underwriting account for the year 1894, now closed, resulted in a net profit of \$130,000. The profit and loss account on December 31, 1895, shows a balance of nearly \$690,000.

The Thames & Mersey is one of the leading marine companies of the world, in assets and surplus and annual business.

Wm. Greer Harrison is the manager of the Coast department of this great marine office.

Unlimited credits for premiums can only be considered as a species of competition, but it is wasteful to the company, by causing it to carry the liability without consideration, where the policy is returned cancelled for non-payment; entails additional labor and worry to the local agent, in his efforts to follow up the dilatory

policyholder: subjects an unnecessarily larger proportion of the time and efforts of the special agent, in his field work, in assisting the local agent to close his accounts; encourages and leads to delinquencies, deceptions and embezzlements by the local agents.—*Fire Alarm.*

Changes in the Continental in This Field.

The Continental Insurance Company has abolished its Pacific Coast department, and the agents in this field will hereafter report to Manager McDonald of the Western department at Chicago. There has been a clean sweep in this field. Manager DuVal steps down and out, and with him go all the special agents. The field work will hereafter be done by special or state agents. D. W. Graves, formerly state agent for Missouri, takes charge of California, with headquarters in San Francisco. C. R. Tuttle of Denver will have added to his former mountain district, Montana and Utah. Mr. Tuttle will supervise Colorado, New Mexico, Utah, Wyoming, southern Idaho and Montana. R. J. Hirsch, from the Chicago office, will, for the present, take care of Oregon, Washington and northern Idaho, with headquarters at Portland, Oregon. All local agents in the above-named territory will, in future, report direct to the Chicago department of the Continental. A circular to this effect has been issued by Vice-President Henry Evans of New York and by Manager J. J. McDonald of Chicago.

Manager DuVal issues a graceful circular to Coast agents, announcing the abolition of his department, thanking them for their loyal services, and asking them to contribute their efforts toward making the new measure a success.

Assistant Manager Geo. E. Kline, of the Western department of the Continental at Chicago, has been in San Francisco for the past six weeks, closing up this department of the company. All books and supplies were shipped to Chicago on May 1st, and all employes of the office were paid a month's salary after notice that their services would not be

required longer than that date. Mr. Kline feels confident that the new deal will prove beneficial to the company and to the local agents.

The Continental's recent purchase on the northwest corner of Sansome and Pine streets is in process of general renovation and repair. The building will be put in first-class condition and will be for rent. Mr. Kline is assured that there will be no difficulty in filling the building with desirable tenants as soon as repairs are completed.

Manager Litchfield of the Lancashire will represent the New York fire patrol at the firemen's convention in London in June.

Of 2,000 accident claims only 76 were from bicycles, while horses were responsible for 365.

The Eastern insurance press generally has improved wonderfully, typographically and otherwise, in the last five years.

Cripple Creek Fire.

Two fires in Cripple Creek, Colo., last month, nearly wiped that thriving mining town off the face of the earth. The property loss is variously overestimated, running as high as \$2,000,000. The actual loss was probably nearer a single million. The insurances were as follows:

Ætna	\$14,000
Atlas	9,500
American Central	11,850
British America	12,500
Caledonian	7,000
Concordia	1,000
Connecticut	10,000
Continental	14,000
Commercial Union	22,500
Firemans Fund	15,000
Fire Association	6,000
German-American	12,000
Hartford Fire	16,600
Home Mutual	10,250
Home, N. Y.	5,000
Insurance Co. of North America	10,000
Lancashire	12,000
Liverpool & London & Globe	25,000
London & Lancashire	3,000
Magdeburg	7,000
Milwaukee Mechanics	5,150
Manchester	6,250
National, Hartford	17,500
New York Underwriters	6,000

North British	5,000
North German	2,500
Northern Assurance	7,790
Norwich Union	10,000
Niagara	8,000
Phenix, Brooklyn	14,000
Phenix, Hartford	16,300
Palatine	17,000
Phenix, London	8,000
Prussian National	6,800
Providence-Washington	7,500
Queen	7,200
Royal	17,500
Springfield	16,000
Scottish Union	14,000
St. Paul	9,000
Transatlantic	8,800
Traders	13,000
Underwriters, Philadelphia	6,500
Union, London	4,000
Western, Toronto	6,000
Total	\$450,400

**The Equitable Life Assurance Society's New
Guaranteed Cash Value Policy.**

NEW FEATURES AND GUARANTEES — LIBERAL
OPTIONS — LARGE VALUES — OVER FORTY
MILLION DOLLARS SURPLUS FUNDS.

The Equitable Life Assurance Society of New York leads "the lists" this year with a new guaranteed cash value policy which must evoke imitation. The table of surrender values, on a \$10,000 policy, age 35, \$281 premium, ranges from \$160 at the end of the third year, to \$1,040 at end of ninth year, \$2,330 at end of fifteenth year, and \$3,280 at end of twentieth year. The paid-up values for the corresponding years are \$660, \$2,360, \$4,200, and \$5,370. These are only samples, of course; each year has its guaranteed cash value and paid-up value. These values are very liberal.

Twenty years hence the Equitable will declare a cash bonus, and the policy may then be continued or surrendered under five attractive options. After one year, the policy is indisputable and there are no restrictions upon travel, residence or occupation. The beneficiary may be changed. Errors in statement of age will be corrected by payment of insurance according to true age, as determined by premiums paid and the table of rates.

In addition to this new policy, the Equitable Life also issues an annual renewable term policy, changeable at the end of year to any other form of policy, without medical re-examination.

The company invites applications for agency positions. Appealing to the great public, the Equitable points with pride to its \$40,000,000 surplus funds and to its \$200,000,000 assets, and also to its \$912,509,553 insurance in force.

The Penn Mutual and an Under-Average Risk.

Has the Penn Mutual Life Insurance Co. entered into competition with the Life Insurance Clearing Co. of St. Paul? Has the Philadelphia company established an under-average or impaired risks department?

We are moved to ask these questions because a month or so ago an impaired risk in San Francisco, rejected by several life insurance companies, was accepted by the Penn Mutual, and the amount written, a large sum, is now in force on the life of a San Francisco gentleman whose hold on life has been pronounced exceedingly uncertain.

General Agent Hart knows the facts, and it is to be presumed that he has made his principals in Philadelphia acquainted with them. Mr. Hart knows that the risk was refused, and for what reason it was refused; and we assume that he communicated all the facts to the home office people.

The inference is that the Penn Mutual now insures impaired lives. We are curious to know at what premium rate this risk was written. Upon what table of experience does the company base its rates on impaired lives like that of this unfortunate gentleman in San Francisco?

"Long credit makes short agents."

Dwellings, as a class, are better than other risks, but as there are good and bad in all classes, agents can make an agency profitable only by selecting the best of each class, and, while dwellings are better than saw-mills, a big white-elephant dwelling is not so good as a paying saw-

mill. Keep an eye open for white-elephant risks of any class. - *Firmans Fund Record*.

Sixteen Years' Coast Fire Business.

CALIFORNIA COMPANIES.

Year.	Premiums.	Losses.	Ratio.
1880	\$1,151,027	\$125,679	37.9
1881	1,199,541	117,082	37.5
1882	1,338,475	519,481	41.9
1883	1,435,592	579,686	40.0
1884	1,467,592	596,796	40.8
1885	1,459,857	515,720	37.4
1886	1,756,893	767,370	43.8
1887	1,940,748	636,166	34.5
1888	2,033,719	869,940	42.4
1889	2,363,672	1,510,922	65.1
1890	2,297,313	928,328	40.4
1891	1,820,011	679,161	37.3
1892	1,410,811	616,352	41.9
1893	1,188,278	565,600	47.5
1894	1,023,421	507,418	49.6
1895	740,850	316,487	46.8
Totals	\$21,608,623	\$10,652,963	43.3

OTHER-STATE COMPANIES.

Year.	Premiums.	Losses.	Ratio.
1880	\$1,338,202	\$500,874	37.2
1881	1,471,020	591,988	41.3
1882	1,538,261	736,958	47.8
1883	1,911,178	893,783	42.0
1884	2,291,057	760,885	33.3
1885	2,158,356	1,066,971	46.6
1886	2,139,652	1,253,957	51.1
1887	2,571,156	961,237	37.5
1888	2,870,810	1,310,835	46.6
1889	3,377,719	3,025,746	89.6
1890	3,889,881	1,666,174	43.5
1891	4,799,613	1,750,585	36.5
1892	4,899,000	2,032,617	41.5
1893	4,118,129	2,261,518	51.2
1894	3,013,941	1,955,032	50.0
1895	3,196,123	1,759,201	54.5
Totals	\$17,057,389	\$22,392,588	47.6

Am'n Co.'s

Totals	\$71,666,012	\$33,045,551	46.1
------------------	--------------	--------------	------

FOREIGN COMPANIES.

Year.	Premiums.	Losses.	Ratio.
1880	\$2,155,913	\$716,810	31.6
1881	2,276,763	708,685	31.1
1882	2,657,783	1,424,396	53.6
1883	2,710,403	1,271,582	46.5
1884	2,583,497	991,166	38.5
1885	2,273,481	1,177,774	43.2
1886	2,937,018	1,626,200	55.1
1887	3,329,333	1,302,962	39.1
1888	3,653,193	1,787,719	48.9
1889	3,921,191	3,469,667	88.3
1890	4,291,611	1,815,363	42.9
1891	5,020,316	1,869,839	37.2
1892	5,813,724	2,674,519	46.0
1893	5,806,111	2,869,222	49.4

1894	\$7,899,608	\$2,758,741	49.4
1895	1,922,897	2,538,808	132.1
Totals	\$60,111,178	\$29,091,173	48.3
Grand totals	131,780,190	62,077,021	47.1

Our Digest of Recent Insurance Decisions.

AMERICAN STATE SUPREME COURTS AND FEDERAL DISTRICT AND SUPREME COURTS.

Fire.

74. Davis v. Phoenix Ins. Co., Cal. S. C., 43 P. R. 1115.

APPLICATION-TITLE.

Where a policy is based on the condition that the assured is the owner in fee simple, but makes the application a part of the policy, and the insurer accepts a risk, though the application shows that the assured is not the owner in fee, the insurer cannot set up a want of such title to defeat an action on the policy.

INSURABLE INTEREST.

One who is in the full possession of property under a contract on which he has in part paid the purchase price, and which on his volition and completion of the contract will entitle him to a conveyance of the legal title, has an insurable interest equal to the amount of payments he has made.

75.

Oakland Home Ins. Co. v. Bank of Commerce, Neb. S. C., 66 N. W. R. 646.

ASSIGNMENT RIGHTS OF MORTGAGEE.

The policy was sued on by the Bank of Commerce, a mortgagee of the premises. It was issued to the owner, J., and contained provisions whereunder a transfer of the property or an assignment of the policy, without consent of the insurer, avoided the policy. Before the loss, J. had conveyed the premises to B., and assigned the policy to him. The insurer pleaded this conveyance and assignment without consent of the insurer as a defense. Attached to the policy was the following: "Loss, if any, under this policy, payable to the Bank of Commerce or its assigns, as its mortgage interest may then appear." In the body of the policy was the following: "If, with the consent of this company, an interest under this

policy shall exist in favor of a mortgagee, or of any person or corporation having an interest in the subject of insurance other than the interest of the insured as described herein, the conditions hereinbefore contained shall apply in the manner expressed in such provisions and conditions of insurance relating to such interest as shall be written upon, attached or appended hereto." Held: (a) That these two clauses should be construed together; (b) that the clause in the body of the policy rendered conditions expressed in the policy applicable to the interest of a mortgagee having rights thereunder only where there was written upon, attached, or appended to the policy some provisions or condition rendering such conditions of the policy applicable, and defining the manner of their applicability; (c) that, the clause attached to the policy containing no such provision or condition, the mortgagee was entitled to recovery, notwithstanding conditions in the policy which might defeat a recovery by the owner.

° ° °

76. *Hill v. Phenix Ins. Co.*, Wash. S. C., 44 P. R. 146.

LIMITATION OF TIME FOR BRINGING SUIT.

Letters written to the general agents of a company by a local agent who had nothing to do with the adjustment of plaintiff's loss, containing mere suggestions as to the settlement of the claim, and of whose contents plaintiff had no knowledge until long after the time limited by the policy for bringing suit had expired, are incompetent to show a waiver of such limitation.

° ° °

77. *McKeesport Mach. Co. v. Ben Franklin Ins. Co.*, Penn. S. C., 34 A. R. 16.

PATTERNS—LOCATION.

The plant of a manufacturing company consisted of two buildings, very near to each other, and machinery and appliances therein; on building—the "pattern shop"—being used for making and storing patterns, and the other for making and fitting castings. The plant was covered

by a policy insuring it "while located and contained as described herein, and not elsewhere," and the policy described all the property as being a certain corner, and the patterns as being in the pattern shop. Held that, upon the burning of the building in which the castings were made, without any injury to the pattern shop, the insurer was liable for patterns which were at the time in the building burned for purposes of actual use.

° ° °

78. *American Central Ins. Co. v. Cowan, Tex.*
C. C. A. 34 S. W. R. 460.

MORTGAGE CLAUSE.

A mortgage clause provision in a policy payable to a mortgagee as interest may appear,—that the policy, as to the interest of the mortgagee, shall not be invalidated by any act or neglect of the mortgagor,—does not prevent the policy from being invalidated as to the mortgagee on account of misrepresentation by the mortgagor in the application for the insurance; he having, in such matter, acted as the agent of the mortgagee.

* * *

Brevities.

79. An award of arbitrators held not to preclude a recovery for goods totally destroyed.

The occupancy of one room in the insured building by a person other than insured held not to avoid the policy.—*Liverpool & London & Globe Ins. Co. v. Colgin* (Tex. Civ. App.) 291.

80. Policy is avoided by an increased risk from a gasoline stove, where its use was not within knowledge of the assured.

The vacancy of a building while the outgoing tenant is removing and the incoming tenant placing his goods in the building, does not avoid the policy.—*East Texas Fire Ins. Co. v. Kempner* (Tex. Civ. App.) 393.

81. It is not the duty of an insurer, where no written application is taken, to inquire as to incumbrances on personal property before issuing a policy thereon; and its failure to do so is not a waiver of

a condition of the policy that it shall be void in case of such incumbrance.

The fact that a chattel mortgage is properly filed under the recording law does not constitute notice of the incumbrance to an insurance company issuing a policy on the property.—*Etna Ins. Co. v. Holcomb* (Tex. Sup.) 915.

82. In case of the total loss of a building the insurer cannot offset the value of materials undestroyed, where the insured has not converted them to his own use.

Total destruction of a building means that the building has lost its specific character and identity as a house.—*Royal Ins. Co. v. McIntyre* (Tex. Civ. App.) 669.

* * *

Marine.

83. A loss on cargo caused by damage to the ship by a peril insured against, making necessary a sale in a port of distress of a portion of the cargo, is a salvage loss.

A clause in a policy providing that the insured merchandise is warranted by the insurer free from particular average or partial loss, unless occasioned by perils insured against, and amounting to 50 per cent. or more on the sound value of the shipment, all such loss to be settled on the principles of salvage loss, with benefit of salvage to the insurers, does not contemplate different principles of ascertainment and of settlement of such losses, but the same are to be both ascertained and settled on the principles of salvage loss.—*Koons v. La Fonciere Compagnie D'Assurance* (D. C.) 978.

* * *

Life.

84. *Travelers Ins. Co. v. Grant*, N. J. C. Ch., 33 A. R. 1060.

GIFT—ASSIGNMENT.

A policy payable to "the legal representatives of the assured" may be made the subject of a gift, in the same manner as a bond or other moneyed obligation, with the same results.

Such gift may be effected by the mere delivery, without assignment, of the in-

strument, accompanied by such verbal or written words as indicate a clear intention to give, and its subsequent retention by the donee.

In such case the donee, if he or she have an interest in the continuance of the life of the assured, will be entitled, in equity, to the money due upon the policy at its maturity, notwithstanding it contains a clause forbidding any assignment except with the consent of the insurer. Such prohibitory clause cannot prevent the vesting of an equitable interest in the proceeds of the policy.

[In this case the defendant filed a bill of interpleader and paid the money into court. The real contest was between administrator and administratrix in different states.]

° ° °

85. *Penn Mutual Life Ins. Co. v. Mechanics Savings Bank & T. Co.*, U. S. C. C. A., 72 F. R. 413.

MUTUAL AID ASSOCIATION IS NOT "OTHER INSURANCE."

A question in an application, as to whether the applicant has his life insured "in this or any other company? (If so, give the name of each company, and the kind and amount of the policy)," does not include insurance in mutual benefit associations, and a failure to disclose such insurance is not a misrepresentation.

OCCUPATION.

A question as to the occupation of an applicant for insurance, being truly answered by the statement that he is a bank teller, does not require him to further disclose that he is an habitual embezzler. The embezzling is merely a misfeasance in his position as teller, and not an occupation in itself.

DUTY AS TO VOLUNTARY DISCLOSURES.

The strict rule enforced in cases of marine insurance, requiring full disclosure of all material matters, and avoiding the policy, even in cases of suppression through mistake, is not applicable according to the weight of authority in this country, to cases of life insurance. An applicant for life insurance, who has

fully and truthfully answered all the questions put to him, may rightfully assume that the range of the examination has covered all matters deemed material by the insurer, and is not required to search his memory for circumstances of possible materiality not inquired about. All that is required is that there shall be no suppression in bad faith, with intent to mislead the insurer.

* * *

Accident.

86. *Emlaw v. Travelers Ins. Co.*, Mich. S. C., 66 N. W. R. 469.

"OTHER INSURANCE."

An application for accident insurance had a printed clause reading, "I have no other insurance in this company." A prior application had been taken by the same agent, and the two policies were issued by the same company, which received the premiums on both. Held, that the company was estopped from denying the validity of either policy.

INCORRECT CLASSIFICATION.

Where an applicant has truthfully described his calling, and all the facts concerning his business are known by the insurance company, the fact that the assured was improperly classified is no bar to his recovery on the policy.

Ancient Order of United Workmen in Oregon.

Death claims of the A. O. U. W. in the Oregon jurisdiction during the last three years have been as follows:

YEAR.	AGES.			Total.
	Under 30.	30 to 40.	Over 40.	
1893	6	6	27	39
1894	1	9	37	47
1895	5	16	42	63
Totals	12	31	106	149

No man under 40 years old can afford to insure in the A. O. U. W.

The *Insurance Advocate* prefaces an article on fire insurance with the question, "Can they stand prosperity?" The year 1895 was a good year for fire insurance—except in some particular cases—so good that it seemed doubtful when

1896 opened whether the ladders by which companies had reached success would not be knocked out from under them. So far, however, this year, the success has not been such as to warrant any great amount of enthusiasm.—*Insurance Journal*.

The Bankers Life Association.

This Iowa enterprise is unfortunate in only one particular: it has ill managed imitators which may be confounded with it in some minds. The Des Moines company has large sums of money securely invested, and is prosperous and conservatively managed, so far as we are able to judge. The Bankers Life of Des Moines therefore appeals strongly to persons who want quarterly renewable term insurance. The secretary writes us that the surplus fund of \$493,000 is deemed ample, since the contract is renewable quarterly. The state agents, Messrs. Delger & King, who, with offices in the Safe Deposit building, are writing a good deal of new business for the Bankers Life. They are making a strong and successful canvass, with such arguments as a death rate of only 5.6 in the association's seventeenth year, and a low expense account, and increased funds.

The Everlasting Valued-Policy Legislation.

Mr. F. C. Moore of the Continental, in a circular addressed to Maryland agents in regard to the valued-policy bill before the legislature of that state, refers to the increased cost of insurance, and the increased cost of doing the business, under such a law. Mr. M. says:

"You do not need to have us explain how much greater will be the expense of doing business under the valued law, owing to the precautions that it will be necessary to take in getting builders' estimates of every risk with the same exactness with which we now adjust a loss. When is taken into account the fact that the expense now incurred in the case of a single risk on which a loss occurs will be a feature of all risks accepted, it means that one hundred and ninety-nine honest men must pay for unnecessary labor in

order that the one dishonest man may be prevented from securing more than he is entitled to.

"The expense of a builders' estimate, which would be only a small percentage of the premium of a large property-owner, will be a very large percentage in the case of a small policyholder. The result will be that, in many cases, the expense of builders' estimates on small risks will actually be double the premium. The full effect of the law will thus be felt by poor men."

In the Early Days.

Away back in the early days in California it was not so easy a matter as now to persuade a business man to insure his property. In some cities and towns rates were nearly or quite prohibitory, and in others the comparative freedom from fires had lulled the people into a false sense of security.

In one of the new mining towns an enterprising young fellow was appointed agent for a large American company. There was no competing agent and nobody was insured, and the outlook for business was encouraging.

The new agent began canvassing the town. Shop-keeper after shop-keeper acknowledged that he was not insured, but the agent could not persuade them to insure. They were careful, they said, and feared no fire.

Finally a men's furnishing goods merchant took out a policy in a pretty large sum. Encouraged thereby, the agent began a re-canvass of the town. He cited the clothing merchant as an example of good business methods, and urged his hearer to secure protection likewise. Somewhat to the local's surprise, and very much to his gratification, his appeals fell on willing ears. The furnishing goods man's example was contagious. Every merchant in town insured his stock of goods "right up to the limit."

The local was soon enlightened. The clothing merchant had had three fires and had been well insured each time; and every other merchant in town knew it.

The "cute" local canceled the clothing man's policy, because it was "the rule of my company not to write an unlucky man;" and treating the clothing man to a good dinner and a bottle of wine, secured his friendship and silence.

There was no fire in that town—not for a long time anyway; but the thrifty, prudent merchants continued to insure with the local agent of the Great American Fire Insurance Company.

What Life Insurance Does.

Life insurance lifts mortgages.

Life insurance educates orphans.

Life insurance preserves the family.

Life insurance cultivates saving habits.

Life insurance lightens the load of care.

Life insurance keeps the wolf from the door.

Life insurance gives repose to the rich man.

Life insurance gives courage to the poor man.

Life insurance robs death of some of its terror.

Life insurance builds a barrier to the almshouse.

Life insurance supports the credit of the business man.

Life insurance justifies a man in living up to his income.

Life insurance provides a will which lawyers can not break.

Life insurance lays the foundations of home and independence.

Life insurance keeps embarrassed estates out of receivers' hands.

Life insurance encourages the marriage of prudent men and women.

The foregoing, with a slight modification, first appeared in the *COAST REVIEW* for January, 1894. The editor's little summary of what life insurance does seems to have been regarded as a fairly good one, briefly setting forth the services of life insurance to humanity; for it has ever since been going the rounds of the press, wrongly credited when credited at all, thanks to the enterprise of a contemporary. If the little thing is deemed

worthy of further circulation we hope the revised copy will be given the preference.

Foreign Fire Office Figures.

Foreign fire offices filing home office figures report as follows to the California insurance department.

	Gross Assets.	Net Surplus.	Prem's.
Aachen & Munich .	\$ 4,765,217	\$ 1,782,268	\$ 2,063,075
Atlas	3,123,205	1,021,349	1,843,832
Baloise	1,668,735	287,538	567,519
Commercial Union	11,653,615	4,771,927	6,717,426
Helvetia Swiss . .	1,944,091	766,782	710,981
Liv. & Lon. & Glo.	23,713,077	15,287,674	8,015,492
Magdeburg	5,088,679	1,765,528	3,599,322
New Zealand . . .	2,554,203	755,736	1,339,584
North British . . .	17,717,276	10,078,671	7,388,634
Northern	8,742,222	4,976,446	3,663,452
North German . . .	1,382,960	240,971	560,753
Norwich Union . .	6,283,585	2,694,950	4,640,996
Royal	23,966,870	13,748,734	10,236,000
Royal Exchange . .	10,571,655	5,874,143	1,781,841
Svea	1,983,628	700,672	1,169,325
Transatlantic . . .	1,088,479	362,077	652,249

Death of Porter P. Heywood.

Manager P. P. Heywood of the Western department of the Hartford Fire Insurance Co., passed away at his home in Chicago last month. Mr. Heywood was somewhat advanced in years, but his death was unexpected.

The deceased was a native of Westminister, Mass., and was nearly 68 year old. In 1855 he was superintendent of public schools in an Illinois city, and nine years later engaged in fire underwriting in Chicago. In 1866 he began his active career in the fire insurance business as a special agent for the Hartford Fire Ins. Co., under Geo. F. Bissell, and was later associated with Chas. H. Case. In December, 1869, Mr. Heywood established the Pacific Coast department, in conjunction with A. P. Flint, under the firm name of Heywood & Flint. In 1872 Mr. H. returned to Chicago and was appointed assistant general agent of the Western department of the Hartford Fire. On the death of General Agent Bissell, in July last, Mr. Heywood succeeded to the place thus made vacant. At a meeting of the Chicago Underwriters' Association a fitting memorial tribute to the deceased was adopted, and Longfellow's beautiful *Auf Wiedersehen* was read.

Mutual Reserve Fund Life Association.

This representative assessment life insurance association has recently undergone a change of management, and there are signs of a reform in some directions. Rates have been advanced materially, and the methods by which the association seeks new business are not so objectionable as formally, or at least not quite so.

We are willing to concede, to facilitate discussion, that the new president is a capable and conscientious man, and that he will do all that is possible to put the affairs of the association on a sound basis. It is too soon, however, to form a correct idea of either his ability to save the association from the effects of the former bad management, or of his sincerity in pledges of reform. Mr. Burnham has a herculean task before him, but he began right vigorously when he advanced the rates.

For the present, at least, we shall ignore the past bad record of the Mutual Reserve Fund as a compromiser and repudiator of claims. The record has been printed in the COAST REVIEW often enough, with the added evidence of an extraordinary percentage of resisted claims; but the new management cannot be fairly saddled with this bad record until it has likewise exhibited a similar resolution to scale and repudiate just claims.

The real condition of the Mutual Reserve Fund can not be determined from its annual figures. The advance in assessment rates, however, clearly proves that the previous rates were too low. This fact implies a corresponding liability in impaired risks, and this liability will mature in the form of a greatly increased death rate.

The association, by an increase of new business, may delay but it can not prevent another increase of rates. The extra obligations assumed by insuring at too low rates must be met some time by imposing too high rates. What will happen then? The sound lives will desert the Mutual Reserve, and that desertion will quickly end the existence of the association.

The new rates are still below the American Experience Table plus expenses, and are lower than those of similar associations more economically managed. This means, inevitably, the accumulation of more liabilities without a sinking fund to meet them. The Mutual Reserve is still piling up burdens which must seriously embarrass it in the near future.

California Supreme Court Decisions.

WARRANTY — STIPULATION — THE WATCHMAN CLAUSE.

87. W. H. McKenzie, respondent; Scottish Union and National Insurance Company, appellant. Reversed.

An express warranty is a stipulation inserted in writing on the face of the policy on the literal truth or fulfillment of which the validity of the entire contract depends. If a warranty be a statement of facts it must be literally true; if a stipulation that a certain act shall or shall not be done, it must be literally performed.

To have a watchman who during the night only visited the works before bedtime, and again at 2 or 3 o'clock in the morning, and also during the rest of the night slept in a house from 350 to 400 yards from the mill, and from which it was only partially visible, is far from complying with a covenant or warranty that "during such time as the within described buildings or works are idle, or not in operation, whether closed for repairs or during the absence of workmen, or otherwise, one or more watchmen shall be on duty constantly day and night, in and immediately about the said buildings or works."

The ordinary negligence of the insured and his agents is a part of the risk which the insured takes upon himself, and the existence of which, where it is the proximate cause of the loss, does not absolve the insurer from liability. But wilful exposure—gross negligence—negligence amounting to misconduct, etc., will release the insurer from such liability.

FIRE ITEMS.—The projected Victoria

Fire of New York will confine its business to surplus lines. Why Victoria, Messrs. Hall & Henshaw?—The Minnesota supreme court rules in favor of fast driving by the underwriters' fire patrol.

Commercial Union Assurance Company.

GAINS IN ASSETS, SURPLUS AND PREMIUMS.

The Commercial Union Assurance Company of London, Eng., files with the insurance department of California, as usual, the full statement of the home office. The figures of the several years are the largest in the company's history. In its forty-sixth year the Commercial Union passes the twentieth million mark in assets so far that the twenty-first million doubtless already stands to the credit of the company.

On January 1st the Commercial Union had \$20,653,543 assets, of which \$6,021,927 was surplus. The total income in 1895 was \$8,290,786, and the losses and expenses were \$7,004,835.

Deducting the liabilities, the reserve, etc., of the life department, we have left \$11,653,615 as the gross fire assets. This amount is a gain of over \$212,000. The net surplus over the \$1,250,000 capital and all liabilities is \$4,771,927, which amount is \$451,034 larger than a year ago. The premiums, both fire and marine, total \$6,726,426, which is a considerably greater sum than in the previous year.

The annual statement of the Commercial Union, considered in detail or as a whole, is one possessing such elements of strength as inspire the greatest confidence. Vast resources, immense surplus funds, a world-wide premium income, an increasing income, all these are behind the indemnity offered by this solid company.

The Pacific Coast department, under the management of C. F. Mullins, uniformly scores a great success. The premium income of the Commercial Union in this field in normal years is considerably larger than a third of a million, with an average loss ratio below the general Coast average. The unfortunate rate war exhibits its effects in the volume of premiums, as in

the case of companies generally, but this loss is more than offset by the surprisingly low loss ratio of only 34 per cent. of the total premiums.

Graveyard Insurance in Canada.

In the case of George Elisha Alger of Whitevale, Ont., on trial for attempt to defraud the Equitable Life of New York, a Toronto jury found the prisoner guilty, and he was promptly sentenced by Justice Falconbridge to seven years in the penitentiary, the severest punishment that can be imposed for the offence. The principal testimony for the prosecution was furnished by a Doctor Francey, who turned queen's evidence, and confessed that he had borne false witness in his report to the insurance company upon the condition of health of Alger's deceased wife, on whose life a policy had been taken out when she was plainly dying of consumption. The judge pointed out that this sort of crime is far-reaching in its effects, and that society as well as life insurance organizations must be protected against it.

There have been other recent deaths in Canada where the circumstances suggest something very much like graveyard insurance. The most conspicuous just now is that of a young woman at Gravenhurst named Katie Tough, who was found in the road one night dying or dead. Her life was insured in the Provincial Provident Association, the policy being made payable to W. T. James, which it appears is the name assumed by a young man named Hammond, who is alleged, though he denies it, to have been married to Katie. The doctor who made the post mortem examination says that the death indicated poison, and it was proved before the coroner that Hammond bought prussic acid a day or two before. Hammond has been arrested and bound over.

—The Cripple Creek fire losses, as printed elsewhere at length, are merely the estimates of the adjusters on the ground. They were printed in a COAST REVIEW EXTRA, and were revised at the time the form went to press.

The Royal Exchange Assurance.

HISTORICAL SKETCH OF A GREAT LONDON INSURANCE COMPANY 176 YEARS OLD—FACSIMILE COPIES OF THE ORIGINAL PROPOSALS AND POLICIES—ENGRAVINGS OF THE OLD AND THE NEW ROYAL EXCHANGE BUILDINGS IN THE INSURANCE AND FINANCIAL CENTER OF THE WORLD—A ROYAL CHARTER WHICH COST \$1,500,000.

The Royal Exchange Assurance dates from 1720 as a chartered organization, but the two corporations which finally united under a new name, and subsequently as the Royal Exchange Assurance petitioned for a royal charter, began as far back as 1564, when letters-patent were granted to the Mines Royal Company. Four years later this corporation and the Society of Mineral and Battery Works were duly chartered. In 1714 these corporations amalgamated under the title Mines Royal, Mineral and Battery Works.

In 1718 the amalgamated corporation began the writing of marine risks, and aroused the powerful opposition of the numerous individual marine underwriters by petitioning for a royal charter. In the same year the Mercer's Hall Marine Society also petitioned for a charter. The strong opposition made it doubtful whether more than one petitioner could obtain a charter, and the two petitioners therefore united as one corporation, under the name of the Royal Exchange Assurance, taking the name from the Royal Exchange building in which the Mines companies had long had offices.

The progress before the Privy Council was exasperatingly slow, owing to the strength of the opposition in the House of Commons. The amalgamated companies therefore decided to begin business at once, under the comprehensive name of the Court of Assistants of the Mines Royal, Mineral and Battery Works, and in the nine months intervening before the charter was granted the "court" covered marine risks to the amount of \$10,000,000.

THE FIRST CHARTER.

In June, 1720, the Royal Exchange was granted its first charter, for the transac-

tion of a marine business, and in the following year a supplemental charter was granted, authorizing the company to carry on both a fire and a life insurance business, and to raise, in addition to the original \$7,500,000 capital stock, \$2,500,000 separate capital. On June 30 of that year the "court" of directors gave notice that "pursuant to order of the General Court of the 16th of May last they have lodged in the Bank of England one hundred thousand pounds as a security to all persons assured by them, in Orders and Tallies upon the Plate Act, in a box with three different locks, the keys of which are in the custody of three of the directors of the Royal Exchange Assurance."

The original and supplemental charters employ about 2,500 words, elaborately setting forth, in quaint phrasing and spelling, the royal will and conditions and the authority of the Royal Exchange Assurance for the "Assurance of Ships and Merchandizes at Sea and for lending money upon Bottomree," and for the assurance of "any life and against casualties and accidents by fire."

THE ORIGINAL MONOPOLY.

The charter was granted under an act of Parliament in the sixth year of the "reign" of George I, entitled "an act for better securing of certain powers and privileges," to be granted under two charters to two companies, and for restraining gambling insurances for which the times were then noted. These charters, one to the Royal Exchange and one to another marine office, granted a monopoly of the marine business as against all other companies, but did not restrict the rights of individual underwriters.

For this monopoly the Royal Exchange covenanted to pay in installments \$1,500,000 to His Majesty, for the discharge of "the debts and expences of our civill government." One third was payable within one "callendary" month, and the remainder in "full and equal sixth parts," and all within ten months under penalty of abrogation of the charter in case of default.

The first payment of \$500,000 was made as stipulated, and \$50,000 of the next \$250,000, "for and in consideration of the benefitts and advantages which may accrew," but there being a delay because of "the very great pressures" upon credit in general, "Wee," His Majesty, "graciously condescended" to grant further days of payment.

COST OF THE CHARTER.

Altogether, \$750,000 (£150,000) of the covenanted \$1,500,000 (£300,000) was paid for the royal charter, but the company had invested so heavily in South Sea stock that, on the bursting of that famous bubble, three months after the charter was received, it was found impossible to meet the further obligations to the government.

By the terms of the charter it was revokable in case of default, the Crown being at liberty to repay at thirty days' notice the sums already advanced. These sums were never repaid. By an act of Parliament the company was released from further payment, for, as two members of the House remarked, "the government had squeezed out of the company as much as they could in conscience expect."

This royal charter, dated 22nd June, 1720, covering ninety pages of double-lead-ed small pica, abounds in capital letters, odd orthography, formal phrases, and contains scarcely a mark of punctuation from beginning to end. Here is an interesting specimen, introducing the list of incorporators—knights, baronets, esquires and gentlemen: "Now know ye that Wee reposing especial trust and confidence in the known Wisdom Experience Probity Circumspection and Sufficiency of Our Right Trusty and well beloved Thomas Lord Onslow" and seventy-four others.

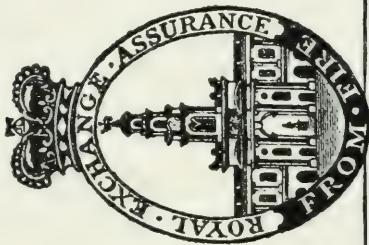
We print below a fac simile copy of a policy issued by the Royal Exchange in 1746, and a copy of the "proposals" setting forth the conditions of insurance in the company. Our readers, we are sure, will scan these copies closely and with much interest:

PROPOSALS

By the CORPORATION

OF THE

ROYAL EXCHANGE
ASSURANCE,



(ESTABLISHED BY ROYAL CHARTER

IN THE

Reign of His MAJESTY

King GEORGE the FIRST)

*For Assuring Houfes and other Buildings, Goods, Wares, and Merchandizes, and Ships
in Harbour, in Dock, or while Building,
FROM LOSS OR DAMAGE BY FIRE.*

WHEREAS the Assuring from Loss or Damage by Fire, tends to the Preservation of many Families from that Poverty and Ruin, which such a Calamity might otherwise expose them to:
THEREFORE HIS MOST GRACIOUS MAJESTY, being desirous of promoting and encouraging such lawful and commendable Undertakings, as are for the Benefit and Security of all his loving Subjects, GRANTED TO THIS CORPORATION his Royal Charter, By Virtue whereof Assurances are made on Houses and other Buildings, Household Furniture, Wearing Apparel, Printed Books, Goods, Wares and Merchandizes, being the Property of the Assured or on Commodities, (Except all Manner of Writing, Books of Accounts, Notes, Bills, Bonds, Tallies, Ready Money, and Gun-powder) from Loss or Damage by Fire, upon the following Terms and Conditions:

ARTICLE I.
COMMON ASSURANCES are Assurances on all Manner of Buildings, having the Walls of Brick or Stone, and covered with Slate, Tile or Lead, wherein no hazardous Trades are carried on, nor any hazardous Goods deposited, and on Goods and Merchandizes not hazardous in such Buildings.
ARTICLE II.
HAZARDOUS ASSURANCES are Assurances on Timber or Plaster Buildings, covered with Slate, Tile, or Lead, wherein no hazardous Trades are carried on, nor any hazardous Goods deposited: And on Goods or Merchandizes in such Buildings, and also on hazardous Trades, such as Cabinet or Coach Makers, Carpenters, Coopers, Bread and Biscuit Bakers, Ship and Tallow Chandlers, Soap Makers, Ironworkers, Sail Makers, Mahogany and Stain-keepers, carried on in Brick or Stone Buildings, covered with Slate, Tile, or Lead; and on hazardous Goods, such as Hemp, Flax, Rotten, Pitch, Tar, and Turpentine, deposited in such Buildings: the Stock

ARTICLE VII.
EVERY PERSON, upon Application to be Assured with this Company, is to deposit 2s. and 6d. for the Mark, and 6s. for the Policy, on Sums not exceeding £1000, and 11s. for the Policy, on Sums exceeding £1000, which Money is to be returned if the Assurance proposed is not agreed to. No Policy is to be of any Force till the Premium is paid. And all subsequent Annual Payments are to be made within fifteen Days after the Day of the Date of the respective Policies; the Receipts for which, upon such as are paid at the Office, are to be stamped with the Seal of the Corporation, no other being allowed of.

ARTICLE VIII.
TO PREVENT FRAUDS, if any Person Assuring Property with this Company shall at any Time Assure the same elsewhere, unless allowed of by Endorsement on the Policy, or if the Assured shall defraud his Building Goods otherwise than as they really are, so that the same be charged to a lower Premium than is herein specified, the Policy shall in either of the said Cases be null and

HOUSE

No 23168



L 200

By the CORPORATION of the ROYAL-EXCHANGE ASSURANCE
of HOUSES and GOODS from FIRE.

I HIS present Instrument or Policy of Assurance Witnesseth, That whereas *Doctor Benjamin Woodley* ^{agent}
to pay into the Treasury of the Corporation of the Royal-Exchange Assurance at their Office on the Royal-Exchange, London,
the Sum of *One pound & four Shillings*
for the Assurance of

*Twelve Hundred pounds on a House now Building intended
for his Dwelling-house, brick built, situated next Mr. Hollands in Charles
Street near St. James's Square*

Ancient Fire Engines.

The oldest fire engine in England is at Dunstable, bearing the date 1570. At Hereford is one of the Vaude Heide's fire engines that was presented to that city A.D. 1670 by P. Foley, Esq., M.P. References to fire engines are found in very early times. In an illustrated sixth century Latin manuscript of the "Spiritalia" of Hero of Alexandria, who lived 200 years before the Christian era, is delineated the Egyptian fire engine of the author's time, with its double force pump, valves, lever arms, goose neck, and probably, too, its "air chamber." In 1666 an act of Parliament was passed requiring a "large-sized brass syringe" to be kept in each ward of the city of London, and to be worked by the respective Aldermen. The London Gazette of August 14, 1676, refers to "letters patent granted to Mr. Wharton and Mr. Stroud," for a new invention for quenching fire with a machine with leather pipes to carry a great quantity of water in a continuous stream to the top of a house, which was proved in the great fire at Southwark.

London Tid-Bits

ROYAL EXCHANGE FIREMAN'S BADGE

SHOWING OLD BUILDING



BANK OF ENGLAND

THE ROYAL EXCHANGE

THE MANSION HOUSE

ORIGINAL AND PRESENT ROYAL EXCHANGE

We specially invite attention to the following clause in the foregoing policy:

"Provided also, That this Deed or Policy shall not take place or be binding to the corporation until the *Premium* for One Year is paid."

Note the great difference between 1746 and 1896 in the matter of credit for premiums. The fire underwriters of 150 years ago ordered things differently and better than in these days of long credit.

FIRE PROTECTION.

The "Proposals" form is not less interesting. There are ten articles introduced with a "whereas," as the reader can see for himself. Attention, however, is called to the peculiar "N. B.," which is as follows:

"For the timely assistance of such as are assured by this corporation, several engines are provided, as also firemen with proper instruments to extinguish fires, and porters for removing goods, having every one a badge, with a figure of the Royal Exchange, and numbered; of which all persons are desired to take notice, who intrust them with goods, and as an encouragement for persons assuring all cities and great towns may receive assistance for purchasing engines and proper implements to prevent the progress of fires, in proportion to the number of assurances made by this corporation in such places."



A ROYAL EXCHANGE FIREMAN.
(From a portrait.)

The foregoing is a "cut" of one of the company's firemen referred to in the above quotation. His badge was a weighty affair, several inches in diameter, and was attached to his left arm. In a full page engraving, appearing elsewhere, is a photo-engraving of one of these badges in the possession of Manager Robert Dickson. It is made of solid silver, gilded on the face, and weighs about a pound. In bold relief are the name of the company, the number of the badge, and a miniature original Royal Exchange building which was destroyed in 1748. The messengers in the Royal Exchange office in London are to-day dressed in a similar uniform and in the same colors as the company's firemen wore in the last century.



HOUSE BADGE OF THE ROYAL EXCHANGE.

(Used in 1801.)

The above is a cut of a house badge or plate attached to houses insured in the company. These "fire office marks" were designed to advertise the company and to indicate the insurer to the fire engine companies, so that the insurer's own company could take charge of the fire and extinguish it. These leaded marks at one time bore the number of the policy, as in the cut above. It was originally made a condition by the various offices that no house should be considered perfectly insured until the metal badge was affixed to the house, the belief being that in riotous time the sign of insurance might prevent incendiarism. In a book printed in 1710 the author facetiously says:

"For not even the Regent himself has endured (Though I've seen him with badges and orders all shine,

*Till he looked like a house that was overinsured,
A much heavier burden of glories than mine."*

THE AGENTS' COMMISSION.

We have been shown an original copy of a letter of notice of appointment as agent, dated June 12th, 1835. The letter is a printed form, with written addenda. It is suggestive of the peculiar conditions governing fire underwriting sixty years ago. "Bills, Cards, etc., to make your Appointment known, go by coach-parcel. Please advertise the Appointment three times." Attention is specially directed to the Company's "abatements in Fire Premiums." "The Company trust that these abatements will enable you to compete with Offices conducting their Business upon the Return System; as the reduction is an immediate advantage to the assured, instead of having to wait for several years till the periods come round for dividing the profits, if any."

From the printed instructions to agents bearing date 1805, we are tempted to make a few quotations, as follows:

SPECIMEN INSTRUCTIONS.

"You are to dispose of the Company's printed Proposals in the best Manner you can, putting them up in Coffee-Houses, Taverns, and other frequented Places; and at Bottom thereof you are to write your Name, and the Place of your Abode, that any Person who desires to be assured, may apply to you as Agent of the Corporation of Royal Exchange Assurance, of London."

"No charge is to be made for the Policy and [house] Mark where the Annual Premium amounts to 6s. Policies under that amount are to be charged 3s. 6d. for Policy and Mark."

"You are to observe that no Policy can be granted under the Premium for £100."

"The Sum assured by a Policy cannot be encreased or diminished after the Sealing thereof, but a new Policy must be taken out."

"Assurances are to be made to fall due on some one of the Quarter-Days."

"Such Assurances to cease at Six o'Clock in the Evening Precisely, on the Day which is expressed in the Policy."

"No Premium can be received unless the Government Duty be also paid."

"Policies are void if not renewed within fifteen Days from their respective Dates."

"A Discount of £5 per cent. is allowed for every Year except the first."

In those days all nouns were capitalized in English, as in the present time in German.

ROYAL EXCHANGE BUILDINGS.

We print elsewhere a handsome "half-tone" of the present and original Royal Exchange buildings. In the center is the Royal Exchange where the company has offices. To the left is the Bank of England building. In the foreground to the right, where the pillar rises, is the Mansion House, the official residence of the Lord Mayor of London. Undoubtedly this locality is the insurance and financial center of the world, and as such the picture possesses more than usual interest.

The Royal Exchange Assurance Statement.

The annual statement of this great company, filed with the insurance department of California, shows the possession of \$22,208,154 well invested assets. Over half this large sum is invested in first-class stocks and bonds, and over nine millions is in loans secured by pledge of similar securities. The cash in the company's office and in banks is over a half a million dollars, available instantly, and not less available, in the event of extraordinary losses, are all of the twenty-two millions of assets.

The total liabilities deducted from the assets leave a surplus of some \$9,220,000. The net surplus over the \$3,446,099 paid up capital and all liabilities is in round numbers \$6,000,000. During the past year the assets gained \$782,728. The fire premium income gained \$127,000 during the year. The total income in 1895 was \$3,991,426, which is a gain of \$568,311.

The claims paid and expenses were \$2,778,216, leaving a large surplus for the reserves and for dividends.

THE UNITED STATES DEPARTMENT.

On May 20, 1891, the Royal Exchange entered the United States, establishing a branch in this country, appointing as trustees Rosewell Graves Rolston and Charles Ferdinand Hoffman, of New York, and as manager Robert Dickson of San Francisco. In the same year a deposit of \$200,000 was made with the Insurance Department of Massachusetts, in order to

comply with the deposit laws of the various states. A deposit of \$50,000 was also made with the state treasurer of Oregon.

The Royal Exchange under Manager Dickson is now doing business in all Pacific States and Territories and in several Eastern and Middle States.

The Royal Exchange Assurance is a very conservative company, ambitious for quality rather than volume of business. It is only within recent years that the company has extended its agencies outside of the United Kingdom and with its commanding resources has competed in larger fields.

What Insurance Companies Must Do to Transact Business in Utah.

Recent enactments of the state of Utah's maiden legislature, with reference to fire insurance companies, have effected numerous and material changes as to a full and proper compliance with legal requirements on the part of such companies. In several instances certain sections of the territorial statutes of '88 have been expressly amended, while certain others (not so amended) have by their conflict with and repugnancy to recent legislation become null and void. Generally speaking, the territorial insurance laws of '88 are still in force except as to the portions expressly amended or those portions which are rendered inoperative as above indicated.

It is the purpose of this article to briefly outline the requirements that must be observed by all fire insurance companies in accordance with the existing laws of Utah, and then discuss a few of their more salient points. All documents must be filed with the secretary of state and must comprise the following:

1st. Certified copy of articles of incorporation. Fee, \$25.00.

2nd. Annual sworn statements of the companies' business in accordance with the seven subdivisions, as prescribed by the act of April 5, '96, amending sections 2395, 6 of the compiled laws of Utah of 1888. This statement must be filed during April of each year, and copy thereof, duly certified by the secretary of state, must

be published at least four times in some newspaper of general circulation, published in the state. Fee \$25 for filing statement—certified copy \$1.50.

3rd. Annually on the 31st day of March there must be filed a verified statement of business transacted during previous year, ending Dec. 31st, on amount of which is to be levied a tax of $1\frac{1}{2}$ per cent. The time for filing above statement to which more particular reference is herein subsequently made, has, through the courtesy of the secretary of state, been extended to May 31st for the current year. Filing fee, \$2.00.

Each fire insurance company must annually procure from the secretary of state a certificate of authority. Fee, \$5.00.

Each fire insurance company must also procure certificates of authority for all its agents throughout the state. Fee, \$5.00 for original certificate; \$2.00 for renewal thereof.

It is understood that the secretary of state construes all recent enactments, regarding above certificates, to be original legislation, effective on and after date of approval, April 5, 1896. Hence fees for all certificates for the year ending April 30, 1897, will be \$5.00 each, with an annual renewal fee of \$2.00 each thereafter.

The act of April 5, 1896 "to provide for taxes on the gross premium receipts of insurance companies" was generally considered unconstitutional, and inoperative as to its application to the business of insurance companies transacted prior to its passage. The recent construction of the law, as interpreted by the attorney general, throws a different light on the subject, his exposition of the law being that "there is no intent to tax the business transacted during 1895, but that the volume of business so transacted shall provide the basis of taxation for the year 1896."

Careful perusal of the requirements to be observed in the compilation of the statement for taxation reveals many latent ambiguities. However, a prominent special agent, thoroughly conversant with the

new law, who has interviewed the secretary of state and attorney general on the subject, summarizes with reference to what the aforesaid statement shall embrace, as follows:

1st. Gross amount of premiums collected from policy holders during 1895;

2nd. Serial numbers of policies issued during 1895, together with the premiums collected on each such policy;

3rd. Serial numbers of policies issued in 1894 upon which premiums were collected during 1895.

From the above, however, are to be deducted,

1st. Amount of return premiums on policies issued during 1895;

2nd. Amount of return premiums on cancellations of policies issued during 1894, and

3rd. The amount of premiums paid for re-insurance during 1895.

There seems to be some doubt as to the right of making deduction last above noted, but in our judgment the same is strictly a matter of equity.

Considerable misapprehension also exists as to the scope and application of the act, approved March 23rd, '96, regulating and providing for the fees of the secretary of state, of which paragraph 3, section 11, would be particularly obnoxious and unfair if applied to fire insurance companies. It may, however, be authoritatively stated that the paragraph just referred to does *not* apply to fire insurance companies, but only to corporations in general, for or against which no special legislation has been enacted.

Hence, insurance companies filing their articles of incorporation will be exempt from the fee or assessment of 25 cents for each \$1,000 of their capital stock, and will be subject only to the filing fee of \$25 as above noted. This construction of the law is strictly in line with a recent ruling of the supreme court of Montana, in the test case of the Aachen & Munich Fire Insurance Company, resisting payment of a similar fee of 50 cents per \$1,000 of its capital stock. Likewise without application to fire insurance companies is para-

graph 1, section 1, of the act of April 5, '96, providing "additional fees for services rendered by the secretary of state."

We are of opinion that all fire insurance companies which conform to the legal requirements of Utah, as outlined in the foregoing, will have practically complied with the laws, and will therefore be entitled to complete recognition in all the courts and tribunals of the new state.

The Paint Works Fire.

At an early hour on the morning of May 2 the big paint works of W. P. Fuller & Co., at 228-230 Beale street, extending to Fremont street, San Francisco, were discovered to be on fire. The flames had made such progress, however, that the fire department could do nothing to save the central works. The efforts of the department were immediately directed toward saving the adjoining property. A general alarm was rung, and the whole department fought the fire for several hours. A number of dwellings, for a long time in danger, were finally saved, and intervening buildings escaped with severe damages, but the paint works were nearly destroyed. The origin of the fire is in doubt, but there is talk of spontaneous combustion. The lead corroding plant, color and rubber paint works were damaged and destroyed to the extent of about \$100,000; damages to machine shops and adjoining buildings amounted to about \$20,000. The New York Lloyds were heavy losers. Losses will average perhaps 50 per cent. of the insurance.

The insurances on the plant were as follows:

SCHEDULE OF INSURANCE. W. P. FULLER & CO., INCORPORATED.

Svea	\$ 5,500
Manufacturing Lloyds	22,500
Globe Lloyds	11,500
Merchants Lloyds	5,000
Baloise	2,500
Helvetia Swiss	5,000
Lancashire	4,500
North German	5,000
Commercial Union	10,000
Imperial	1,500
American, Phila.	6,500
Pennsylvania	3,500
Phenix	7,000

Transatlantic	5,000
Western	2,000
Magdeburg	6,000
Mercantile Lloyds	17,500
Mutual Lloyds	14,000
Springfield	4,000
Scottish Union & National	2,500
German-American	10,000
Traders Fire Lloyds	6,500
Ætna, Hartford	2,000
Hanover	2,250
Firemens, Baltimore	1,750
Ins. Co. of North America	1,000
Phoenix, Hartford	5,000
Royal	1,500
National, Hartford	4,000

Total \$175,000

COVERING AS FOLLOWS:

Pioneer lead works, stock, \$31,529; machinery, \$11,736.

Pioneer color works, stock, \$24,128; machinery, \$9,584; engine and boiler, \$621.

Boiler and dry rooms, stock, \$7,141; machinery, \$4,560; boilers, \$2,246.

Rubber paint works, stock, \$10,621; machinery, \$2,334.

Corroding works, stock, \$65,000; tools and implements, \$728; building, \$4,772.

SCHEDULE OF INSURANCE ON BUILDINGS OF W. F. WHITTIER.

Lafayette	\$2,500
New York & Brooklyn Fire Underwriters	2,500
Knickerbocker Fire Lloyds	2,500
New Jersey State Fire Association	5,000
South & North American Lloyds	5,000
Brewers & Malsters Underwriters	5,000
New York Central Lloyds	5,000
New York & Chicago Lloyds	5,000
Mercantile Lloyds	5,000
Lloyds of New York City	5,000
Western Assurance Company	1,975
Westchester Ins. Co.	2,500
Firemans Ins. Co. of Baltimore	2,000
Home Mutual Ins. Co.	2,000
Firemans Fund Ins. Co.	1,500
Mutual Lloyds	7,000

Total \$60,975

Grand Total \$235,975

—Rossland, B. C.—Elsewhere is a complaint of this town's fire protection. The *Miner*, though, says the new hose has been received, and the pressure throws an 80-foot stream. The editor declares that "we now need no longer live in dread of a general conflagration." There is plenty of water.

Union Assurance Society of London.

A PROSPEROUS YEAR—ADVANCING FIGURES.

THRIVING AMERICAN DEPARTMENTS.

We have received the report of the directors of this company "for the year ending 31st December, 1895, being the 182nd year since the establishment of the society." "The directors have the pleasure of reporting to the shareholders that the operations of the society during the past year have continued to be of a very satisfactory character." This, with the accompanying summary of results, is brief and very much to the point, and eminently satisfactory to the lucky shareholders, or stockholders as we mostly say in America.

1714 to 1896—182 years! This is the long span of the Union Assurance Society's career, and we may therefore discuss the annual statement without even an incidental reference to stability and conservatism. Any financial institution 182 years old is like one of our "rock-ribbed" mountains.

The gross assets of the Union Assurance is \$14,641,236, and over and above this is a subscribed and guaranteed capital of over \$2,000,000. Deducting the life insurance, we have \$5,352,830 fire assets, which is a gain of \$352,000. The net surplus is \$2,294,879, and the policyholders' surplus is \$3,194,879. The investments are itemized elsewhere. We note over \$800,000 in American government securities.

The fire premiums last year were \$2,129,740, a gain of \$119,000, the losses were only 52.4 per cent. of the premiums. Both loss and expense ratios are less than in the previous year.

In the United States the Union Assurance has a thriving branch, with headquarters in New York city. In five years the American annual premiums have jumped from \$181,357 to \$833,462, and the assets invested in this country have advanced from \$587,267 to \$1,173,042. This is great progress. The Pacific Coast department of the Union Assurance is in charge of Catton, Bell & Co., who are giving, year after year, a first-rate account of their stewardship, as shown in

the COAST REVIEW INSURANCE CHART.

Looking up the record on the Coast, under Catton, Bell & Co.'s management, we note these exceptionally favorable loss ratios from 1889 to 1895 inclusive: 29, 38, 17, 29, 33, 45, 53. This firm's policy has been conservative, and the results speak for themselves.

Board of Fire Underwriters of the Pacific.

PROPOSED AMENDMENTS TO THE CONSTITUTION.

The outlook has again assumed a brighter hue. A general meeting has been held, and two important amendments to the constitution of the Board of Fire Underwriters have been proposed. Final action on these substitutes will be taken at a general meeting on Tuesday, May 19.

One substitute provides that no member shall place or accept business with or from a non-boarder except in accordance with board rules and rates. The other substitute provides that aggrieved companies "may agree by a vote of the majority to compel the withdrawal from the agency of" any rate-cutting or excess-commission-paying company, or themselves withdraw in a body from such agency. The offending local agent is to be ineligible for reappointment or appointed by board companies within one year thereafter.

At a number of meetings of the committee of seven, with Vice-Presidents Snow and Mitchell, and General Agent McGill, of the Home and Phoenix, the situation here was thoroughly discussed. The visitors gave the committee much encouragement, and have signified that the proposed amendments are acceptable to their companies. At next Tuesday's meeting it is believed the amendments will be adopted and all will be given an opportunity to sign the new compact.

We can discover no good reason why the compact should not be immediately reorganized, and in the assurance that no petty rivalry or antagonism, no mere desire to further "punish the other fellow," will be allowed to prevent reorganization, we confidently expect that the fire

underwriters of San Francisco will form a new compact within a few days, and by a restoration of adequate rates and fair commissions end this costly, dangerous and embittering strife. It is possible to restore rates within ten days!

Once organized and the machinery put to work, two important matters should at once receive the attention of the board, to wit: The vital questions of commissions to agents, and the prompt collections of premiums. That the uniform rate of commissions of 15% outside of the metropolitan district should be at once established all must admit, and so long as the local agents are willing, we see no good reason why postponement on that point should control. The locals of California have certainly had enough of high commissions and no rates.

Dissolution of the Firm of Brown, Craig & Co.

The announcement of the dissolution of the old and widely known firm of Brown, Craig & Co. created considerable surprise on the street. The date fixed for the dissolution is June 1st next.

This firm has been doing business in this field for the past eighteen years, having been established in 1878. No cause is assigned for the "divorce," but it is understood that Messrs. Brown and Craig have long held somewhat inharmonious views as to the conduct of the business. The conclusion was reached some time ago that the wisest course would be to finally agree to disagree, and for each to go his own way, and perhaps work out his own views in an exclusive agency.

Mr. Brown, it is understood, has been appointed manager of the Coast department of the American of Philadelphia. Both Mr. Brown and Mr. Craig have applied for the agency of the Svea.

—The A. O. U. W. had 354,389 certificates in force on January 1. This is a gain of 13,000, 3.8 per cent., the same as in the previous year. The gain percentage has been declining since 1892, when it was 12. Decreasing gains are signs of decay.

T. Edward Pope Appointed Coast Manager of Pennsylvania Fire Ins. Co.

The Pennsylvania Fire Insurance Company of Philadelphia has organized a Pacific Coast department, and on the basis of a separate and independent department will actively compete for a share of Coast business to which its age and resources fairly entitle this solid old company. Desirable and convenient offices have been secured at 436 California street, formally occupied by the Hong Kong bank.

T. E. Pope, for many years the assistant general agent of the *Ætna*, has been appointed manager of the new Coast department, and has assumed charge of the affairs of the Pennsylvania in this field. Mr. Pope personally is too well known to require any extended notice in these columns. He is popular with local agents, and his long experience as an underwriter has confirmed those conservative methods in underwriting which make for success in the long run. Here are two factors in successful underwriting, and the Pennsylvania is therefore to be doubly congratulated on this appointment.

Mr. Pope began his insurance career as a bookkeeper under General Agent Boardman of the *Ætna* nearly twenty-two years ago. When Geo. W. Spencer resigned as special agent of the *Ætna* to accept the position of manager of the Balfour, Guthrie & Co. general agency, Mr. Pope succeeded him, and for a number of years served the *Ætna* as a special agent and adjuster in this field. During General Agent Boardman's year and one-half absence in Europe, several years ago, Mr. Pope had full charge of the *Ætna*'s affairs, and was made assistant general agent on Mr. Boardman's return. Mr. Pope will assist Mr. Boardman up to the last of May, when he will give his full time to the building up of the Pennsylvania's interests in this field.

It will not be without interest if we add a brief biographical sketch of the new manager. Mr. Pope is a native of Quincy, Ill., and will be 50 years old in 1897. After being graduated at Knox college, he had several years' experience in mercan-

tile pursuits. In 1874 he came to California. He is a citizen of Oakland, and is often prominently connected with various undertakings which interest public-spirited men and contribute largely to the public weal.

Russell W. Osborn, Superintendent of Agencies.

R. W. Osborn, for the past eighteen years associated in various capacities with the general agency of Brown, Craig & Co., has been appointed superintendent of agencies of the new Pacific Coast department of the Pennsylvania Fire Insurance Company, under Manager T. E. Pope.

Mr. Osborn is peculiarly fitted for this position, if long experience, and good judgment and a large circle of friends count for much. He is familiar with both office and field work, dating his experience back to October, 1878, when he began insurance work as an office boy in Brown, Craig & Co.'s employ. In these intervening years he has successively filled almost every position in the office.

For the past eight years Mr. Osborn has been manager of the farm department of the Phenix of Brooklyn, and has also been "on the road" a good deal, making many friends throughout the Coast field. Mr. Osborn is also well known to many of our readers as an active member of the Fire Underwriters' Association of the Pacific, of which he was for a time the secretary and treasurer, and of which he is now the vice-president. Among his contributions to the annual proceedings of the association were papers on "Two Phases of Education," "Adjustment of Partial Losses," and "Mortgage Clauses."

Massachusetts Benefit Life Association.

Despite the fact that Lawyer Coolidge has adroitly abstained from making any direct charges against the management of the Massachusetts Benefit Life during the several hearings held before the insurance committee, it is yet perfectly evident that more than a *suspicion* lurks somewhere in his mind, as it must in the minds of many others, that there is need of a close scrutiny of the company's affairs. This is largely

borne out by Mr. Coolidge's repeated announcements that President Litchfield has refused to give the committee of policy-holders certain specific information as to distribution of the expense account of the company, and his final declaration that if the legislature did not see fit to allow an investigation by the committee of policy-holders, those whom he represented would exhaust every means to accomplish the desired purpose. *Standard.*

The Order Refused to Endorse it.

At the recent general meeting of the Foresters order an attempt was made to secure an endorsement of the Foresters Mutual Life Association of Los Angeles. Several well informed members made a few pertinent remarks, and the order refused to endorse the Los Angeles humbug. The COAST REVIEW of last month exposed the would-be Foresters parasite.

Death of A. J. Wetzlar.

After an illness of several months' duration, the well known adjuster A. J. Wetzlar died in Alameda, Cal., last month, of tubercular consumption. The deceased had recently returned from Indio, Cal., in whose dry atmosphere he had hopefully sought recovery from what he maintained was a mere "throat trouble."

Mr. Wetzlar was one of the most competent adjusters on the Pacific Coast. He specially excelled in the legal requirements of his profession and in dealing with "hard" cases. The Fire Underwriters' Association of the Pacific is indebted to him for several valuable papers on waiver and other topics.

Mr. Wetzlar was about 45 years old, and was a native of Germany. He began insurance work as a local agent for the Home Mutual twenty years ago in Sacramento. The funeral services were conducted under Masonic auspices. The remains, by request of the deceased, were cremated.

On August 10 there will be a convention of the fire chiefs of this country at Salt Lake. The fire engineers will also convene in the same city.

The Todhunter Case.

Alfred Todhunter of San Francisco has been found guilty of rebating to the assured, by Referee Russell. Todhunter, while an agent for the New York Life Insurance Company, came in competition with R. H. Collier, another agent for the same company, on a large risk, in this city. Todhunter secured this tempting risk. On January 27, 1896, the aggrieved Collier filed charges with Referee Russell of the anti-rebate commission, against the offending Todhunter. Shortly after these charges were filed, Todhunter resigned his position with the New York Life, and went to Cincinnati and made a conditional contract with the Union Central Life Insurance Company for certain territory in California, in which he was to represent the company as general agent. He stated the affair to President Pattison, who, thinking him "more sinned against than sinning," agreed to close a contract with him if the referee made no adverse finding. Considering the action of the Union Central in the recent Weatherby case, the outlook is not hopeful for Todhunter. The company signed the anti-rebate compact, and Coast Manager Archibald is a member of the Life Underwriters' Association of San Francisco.

Our X Rays.

Colonel Brown of the *Vindicator* is temporarily on crutches, but we see no mention of an accident policy. Can it be possible that—

Borrowing our "thunder," but not plagiarizing, an exchange prefers "Cathodal" to "X Rays."

Harry Hayden, of the *Insurance Journal* of Hartford, died last month.

In 1900: The *Insurance - Views*, Cohen & Davis (Max and Sam), publishers; and then let non-advertisers beware! Neither the ball nozzle nor the three balls will compare with the consolidated papers as an investment.

Several of our English exchanges still come to us addressed to 320 Sansome street. A little bit slow. We moved ten years ago.

April Fires.

—
COLORADO.

25 & 29. Cripple Creek, general fires:

Magdeburg	\$ 6,600
Home Mutual	10,250
Transatlantic	11,000
North British	5,000
Manchester	6,500
National, Hartford	15,000
Union, London	7,500
Atlas	7,000
Firemans Fund	15,000
Royal Exchange	9,000
Palatine	9,075
Scottish Union	15,000
Svea	6,500
Total reported by S. F. agencies	\$118,075

15. Durango, dwg:
Alliance \$1,200

17. Leadville, dwg and contents:
Scottish Union \$770

23. Denver, dwg:
Atlas \$969

Losses under \$500 \$2,976
Total Colorado \$124,910

*
NEW MEXICO.

17. Roswell, adobe dwg:
Royal \$1,500
Losses under \$500 \$ 320
Total New Mexico \$1,820

*
ARIZONA.

9. Tempe, hhld furni and lodging house:
London & Lancashire \$ 650
Commercial Union 1,000

5. Florence, br bldgs:
Commercial Union \$1,601

16. Prescott, mdse:
National, Hartford \$500

Losses under \$500 \$1,871
Total Arizona \$5,622

*
WYOMING.

Losses under \$500 \$150

NEVADA.

Losses under \$500 \$ 452

MONTANA.

23. Fort Benton, mdse in fr store:
North British \$1,000

15. Miles City, contents of dwg:
Caledonian \$500

20. Billings, fr dwg:
Royal \$500

. . Butte, fr planing mill:
Royal \$625

4. Kalispell, dwg:
Ætna \$1,700

27. Missoula, fr bldg:

Orient \$500
Losses under \$500 \$1,826

Total Montana \$6,651

*
BRITISH COLUMBIA.

16. New Westminster, barn, bldg and contents:

Phenix, Brooklyn \$1,500
Losses under \$500 \$1,151

Total British Columbia \$2,651

*
UTAH.

2. Webber co., farm property:

Phenix, Brooklyn \$653

16. Sunshine, fr store and general mdse:

Home, N. Y. \$ 800
Phœnix, Hartford 1,000
Aachen & Munich 1,500

17. Murray, fr bldg:
Aachen & Munich \$900

17. Salt Lake, fr bldg:
Lancashire \$500

Losses under \$500 \$1,756
Total Utah \$7,109

*
WASHINGTON.

22. Everett, fr store and mdse:

Home, N. Y. \$652
Ins. Co. North America 505

25. Anacortes, fr shingle mill:

Phœnix, Hartford \$2,500
Ætna 1,750
National, Hartford 625

24. Spokane, co., fr dwg and contents:

Phenix, Brooklyn \$920

27. Tacoma, fr dwg:

Phenix, Brooklyn \$1,000

. . Mt. Vernon, fr dwg and contents:

Ætna \$1,000

. . Spokane, fr dwg:

London & Lancashire \$800

14. Tacoma, dwg:

Lion \$800

18. Seattle, bldg:

Hamburg-Bremen \$1,200

10. King co., barn and contents:

Ins. Co. North America \$1,290

12. North Yakima, dwg:

Hartford \$1,000

23. Palouse City, dwg and contents:

Hartford \$500

29. Anatone, fr bldg:

London & Northern \$1,250

4. Walla Walla, dwg and contents:

Firemans Fund \$1,033

25. Tacoma, contents fr dwg:

Imperial \$500

19. Seattle, general mdse:

Providence-Washington \$1,250

6. Snohomish, fr dwg:	
Connecticut	\$607
18. Seattle, stock groceries:	
Connecticut	\$1,000
25. Olympia, fr dwg and contents:	
Connecticut	\$750
Losses under \$500	\$0.302
Total Washington	\$30,354

OREGON.

22. Astoria, bldg and mdse:	
Palatine	\$ 500
Sun, London	1,260
30. (Mar.) Grant's Pass, dwg and contents:	
Fireman's Fund	\$10,353
7. Oregon City, dwg and contents:	
Hartford	\$550
13. Oregon City, fr dwg and contents:	
North, British	\$2,344
11. Linnton, mdse:	
Ins. Co. North America	\$600
25. Lebanon, dwg and contents:	
Ins. Co. North America	\$1,000
20. The Dalles, dwg and contents:	
Lion	\$500
Manchester	950
13. Kinzel Park, fr dwg:	
German-American	\$700
20. Salem, fr dwg:	
Commercial Union	\$700
14. Baker co., fr dwg and contents:	
American, Pa	\$2,000
Losses under \$500	\$2,022
Total Oregon	\$14,819
Total outside territory	\$193,638

CALIFORNIA

10. Chico, mdse:	
Phenix, Brooklyn	\$962
5. Belmont, dwg:	
Lion	\$2,450
Sun, London	2,450
20. Eden Landing, hay:	
Firemans Fund	\$900
4. Carlsbad, fr hotel and contents:	
Home, N. Y.	\$2,920
Phoenix, Hartford	830
Firemans Fund	1,500
Aachen & Munich	1,250
6. Carlsbad, dwg:	
National, Hartford	\$1,000
3. Coyote Valley, fr dwg:	
Sun, London	\$ 843
Imperial	1,265
Lion	1,265
4. Coalingo, dwg:	
National, Hartford	\$ 700

5. Lake co., fr dwg and contents:	
Manchester	\$ 844
Scottish Union	10,000
Atlas	700
20. Kern co., ranch dwg and contents:	
Caledonian	\$ 844
27. Hanford, dwg and contents:	
Phoenix, Hartford	\$ 600
Hartford	1,300
22. Irvington, fr bldg and contents:	
Transatlantic	\$ 670
New Zealand	2,150
31. (Mar.) Campell, dwg:	
Home Mutual	\$1,250
3. Livermore, hotel:	
Home Mutual	\$1,973
Liverpool & London & Globe	700
Western Assurance	1,474
10. Livermore, fr machine shop:	
Western Assurance	\$1,925
12. (Mar.) Monterey co., dwg and contents:	
New Zealand	\$586
5. Los Angeles, hhd furni:	
Western Assurance	\$501
8. Los Angeles, dwg:	
Western Assurance	\$1,175
21. Los Angeles, dwg:	
Millwaukee Mechanics	\$750
Western Assurance	750
7. Honicut, fr dwg and contents:	
London & Northern	\$673
14. Los Angeles, fr dwg and contents:	
Royal Exchange	\$1,000
3. (Mar.) Snelling, mdse and fixtures:	
Phenix, Brooklyn	\$750
American, Pa.	750
Pennsylvania	750
2. Oakland, general fire:	
Commercial Union	\$ 781
New Zealand	928
Ins. Co. North America	979
German-American	2,500
Aachen & Munich	780
Manchester	2,027
Caledonian	2,016
American, N. J.	1,091
National, Hartford	1,500
London & Lancashire	468
Home, N. Y.	796
Atlas	750
Alliance	2,500
Queen	625
Total	\$17,741
9. Oakland, fr dwg and contents:	
Queen	\$2,500
Royal	6,000
American, N. J.	2,450
Royal Exchange	5,625
Total	\$16,573

11. Oleander, harness stock:	
Royal Exchange	\$1,000
10. Redding, general mdse store:	
Manchester	\$2,150
Caledonian	2,160
American, N. J.	1,310
Home, N. Y.	1,750
Firemans Fund	1,085
19. Redlands, hay in warehouse:	
Transatlantic	\$ 500
Home, N. Y.	2,000
Phoenix, Hartford	2,000
Palatine	2,500
28. Red Bluff, dwg:	
Palatine	\$765
2. San Diego, fr dwg and contents:	
Imperial	\$195
5. San Mateo co., dwg and contents:	
Hartford	\$700
14. (Mar.) Sacramento co., hhld furni:	
New Zealand	\$630
19. Sanger, electric light works:	
London & Lancashire	\$2,100
18. Visalia, dwg:	
Home Mutual	\$570
13. Sacramento, fr ice house:	
Liverpool & London & Globe	\$800
17. Ukiah, fr school house:	
Royal	\$870
13. San Joaquin co., shed and fruit trays:	
Magdeburg	\$746
11. Sissons, general fire:	
National, Hartford	\$ 900
Lion	500
Alliance	1,000
Transatlantic	500
Lancashire	784
15. San Jose, dwg:	
Springfield	\$584
11. Yolo co., fr dwg and hhld furni:	
Phenix, Brooklyn	\$4,000
Losses under \$500	\$ 29,740
Total California, San Francisco Ex.	\$143,394

*
SAN FRANCISCO.

2. Frame dwelling:	
Phenix, Brooklyn	\$650
12. Dwelling and contents:	
Hartford	\$1,962
Phoenix, Hartford	1,800
8. Contents of frame barn:	
London & Northern	\$826
20. Restaurant:	
North German	\$1,031
1. Frame building:	
North British	\$1,200
Losses under \$500	\$7,435
Total San Francisco	\$14,924
Total California	\$158,298
Total Pacific Coast	\$351,936

Losses by Companies.

American, Pa.	3,425
American Central	817
Aachen & Munich	4,925
Etna	6,815
American, N. J.	4,998
Atlas	9,554
Alliance	5,617
British America	265
Commercial Union	6,360
Caledonian	5,950
Connecticut	4,342
Firemans Fund	27,876
Fire Association	842
Firemens, Baltimore	573
German-American	4,393
Home, N. Y.	10,331
Hartford	7,205
Hanover	486
Home Mutual	15,619
Helvetia	375
Hamburg-Bremen	1,579
Imperial	2,919
Insurance Company of North America	4,624
Lion	5,610
London and Lancashire	6,747
Lancashire	2,495
London & Northern	4,253
Liverpool & London & Globe	2,495
Milwaukee Mechanics	1,334
Magdeburg	7,486
Manchester	13,030
North British & Mercantile	9,514
Norwich Union	897
New York Underwriters	454
North-German	2,334
National, Hartford	22,272
New Zealand	5,704
Northwestern National	304
Orient	1,075
Phoenix, London	1,120
Providence, Wash.	1,250
Palatine	13,119
Pennsylvania	893
Phoenix, Hartford	10,310
Prussian National	430
Phenix, Brooklyn	13,004
Queen	3,845
Royal Exchange	14,816
Royal	10,625
Rhode Island	1,930
Svea	6,939
Sun, London	5,076
Scottish Union & National	18,690
Springfield	3,870
Transatlantic	13,913
Union, London	7,637
Westchester	497
Western	8,128

—The Liverpool & London & Globe now has over \$53,000,000 assets. The net surplus is over \$15,000,000.

As an Appendage of Chicago.

The sudden abandonment of its Pacific Coast department by the Continental Ins. Co., and the attempted inclusion of this vast and distant territory in the Western department at Chicago, is not easily explained. The management, up to a few days ago, seemed well satisfied with the Coast business on the old lines, and equally satisfied with the situation which they had helped to bring about and maintain. In proof of this we may cite their recent purchase of an office building in San Francisco, and preparations to move into it. The resolution to abandon the Coast department and report Coast business to Chicago was therefore sudden, and to us inexplicable. Another company, the Phenix, likewise transacting a large farm business, has also arranged to have Washington, Idaho, Montana and Utah transferred to the Chicago department, in the belief, we suppose, that the business can be retained and that the long-range underwriting will be more economical. We may add here that the Phenix does no business in Oregon.

THE COAST REVIEW does not hesitate to say that the change is an unwise one, and that in the long run the Continental or any other company will regret the attempt to make California and the rest of the Coast a district tributary to a department as remote as Chicago. Of course, the change is an experiment, and one which may be justified by the exigencies of the company's business in this field: but taking a broader view, embracing companies generally, there can be no doubt that any attempt to defy sectional feeling and to ignore distances must result disastrously to the company which makes the experiment.

Monster Holmes Hanged.

The "criminal of the century," Dr. Herman W. Mudgett, alias H. H. Holmes, convicted of the murder of Benj. Pitezel, and the self-confessed murderer of a score of human beings, was hanged on May 7, in Philadelphia. The credit of his arrest, trial and conviction belongs to the Fidelity

Mutual Life Association of Philadelphia, in which Pitezel was insured for \$10,000. The details of the numerous murders by this fiend are too horrible for repetition. "Holmes Castle" and the Toronto and Indiana revelations, proving that Holmes had murdered women and children, are still fresh in memory. The monster Holmes was a native of New Hampshire, and was only 35 years old. His failure as a physician, and his desperate struggle with poverty, first suggested to him the possibilities of gain by swindling an insurance company.

Chips.

—Gasoline Did It.—Last month in Cincinnati two buildings were wrecked and several lives lost by an explosion of a small gasoline tank in the cellar. Harmless gasoline!

—The Fire Underwriters' Association of the Pacific held a meeting last week, and appointed a committee, consisting of Col. Kinne, George Grant and Harry Naunton, to draft appropriate resolutions on the death of Mr. Wetzlar.

—C. F. Lamping has been appointed special agent for the Aachen & Munich, with headquarters at Seattle and Portland. Mr. Lamping has had several years' experience on the road and is an efficient and popular field man.

—Commodore Gutte took the committee of seven and Messrs. Mitchell, Snow and Magill of the Home and Phoenix on his yacht around the bay last Thursday. The utmost harmony prevailed at this "meeting," and the vote of thanks was adopted unanimously.

—Frank C. Storey, Northwest special for Chas. Christensen's agency, was hurt a few weeks ago, in a railroad accident near Great Falls, Montana. His injuries are internal, and are thought to be serious. After being confined to the house at Missoula for several weeks, Mr. Storey was removed to his home in Alameda, where he now is.

Louis Hagan has been appointed city agent of the Lancashire Insurance Co.

24 Years Old, but the Rockingham Masonic Mutual Relief Association of Portsmouth, N. H., was compelled to give up the ghost and join the great majority of Masonic insurance schemes.

—"Our Currency Problems": by Jacob L. Greene: a paper read before the Hartford Board of Trade. Without reading it, but knowing what Col. Greene's position is, we can assure him that there are some very bright men out West who do not agree with him. And then some of us Gold Bugs are not so cock sure since the repeal of the silver bill did not bring the promised prosperity. Still, there is Mexico for a free coinage example. The way folks don't make money down there is a caution.

—Harry Incell, well known in San Francisco insurance circles, died on the 11th of May, from an accidental fall caused by a mis-step from a street car. The deceased was about 36 years old and was a native of California. From the ages of 14 to 34 Mr. Incell was in the employ of Jacobs & Easton, and was their counter man. Two years ago he became a member of the firm of Easton, Incell & Messenger, city agents, but retired on March 1. Last Saturday evening, while alighting from a car, Mr. I. fell and fractured his skull, and two days later died.

—With one exception the Union Assurance Society of London is the oldest office in the world, having been established in 1714. An engraving of an old cartoon by Hogarth in 1762 can be seen in General Agents Catton, Bell & Co.'s office. It represents Mr. Pitt helping to set the world on fire, while Lord Bute tries to put out the fire, with the assistance of a hand engine from the Union office. The first representation of this company in this country was by the present Coast agents, Catton, Bell & Co. of San Francisco, in 1889. Four years ago the Union entered New York and other Eastern states. A review of the annual statement appears elsewhere.

—N. W. Meserole, secretary of the Greenwich Ins. Co. of New York, died May 8, of a clot of blood in the brain.

—Jas. D. Bailey, general agent of the Insurance Company of North America, visited his agencies in the Pacific Northwest last month.

—Geo. Mel will have the position of chief clerk and counter man with Manager Pope of the Pennsylvania. There is no one better fitted for that position than Mr. Mel.

—The National Life at this seasonable time issues a circular calling the attention of its agents to the creditable fact that as early as May 21, 1856, the National published this rule of the company: "Should the holder of a life policy after three or more years wish to surrender it, he will receive its equitable value in cash." In 1869 through General Agent Phelps at Boston the National introduced a form of insurance which recognized the right of a policyholder to discontinue his contract and receive a fair cash surrender value.

—Mr. Voss of the firm of Voss, Conrad & Co. has just returned after an extended trip through Mexico and Europe. He has little to report in the way of insurance matters. The Frankfort Accident & Plate Glass Insurance Company has decided to make a United States deposit; the bonds for the purpose have been bought, and are now being registered at Washington, D. C. This company intends to enter upon an active campaign for business, and as the present steps show, will make the United States business a permanent feature. In the marine line Mr. Voss has obtained concessions from his companies, and expects hereafter to do a much larger business in this branch. Concerning the Aachen & Munich: he does not know whether the company will pursue an active policy in the Eastern states or not, but he believes that the new home management wishes an active extension of business on the Pacific Coast.

The Mutual Benefit Life of Newark is undergoing the regular examination by the New Jersey insurance department.

Samuel Barrowe, second vice-president of the Equitable Life, formerly New York city manager and later secretary of the society, died last month.

A decision of the New York supreme court, affecting Lloyds organized before the prohibition law went into effect, is said to be a death blow to many New York Lloyds.

—Vice-Presidents Mitchell of the Phoenix of Hartford and Snow of the Home of New York have been spending a few weeks in California. Mrs. Mitchell and Mrs. Snow accompanied the gentlemen, and together they have visited all the points of interest in our state, and like all Eastern states people return home fully satisfied that there is no place so nice as California.

—Responsible party, with long business experience and an extensive and valuable acquaintance in his community, desires an agency for a good fire insurance company, at Butte, Montana. He can satisfactorily assure the company a good business, and can furnish acceptable references in his own city and in San Francisco. Correspondence with the COAST REVIEW is invited.

—W. S. DuVal, manager of the Continental in this field, has taken desk room in J. D. Maxwell's office at 421 California street and for a time will give his attention to some private interests. The Continental has wholly wound up its Coast department affairs, and thus leaves its ex-manager free to join in "the push" or "the jostle" elsewhere. Mr. DuVal informs us that his ten years' experience in Coast underwriting—seven with the Pacific Insurance Union and three as manager for the Continental—has only confirmed him in the habits and associations of fire underwriting. Stated differently, Mr. DuVal has not retired from the insurance business.

U. S. Manager Letton of the Prussian National is visiting the home office in Stettin, Germany.

—President Bulkeley, of the Aetna Life, began service with the company as office boy. He still retains, with pride, a receipted bill for "six weeks' office cleaning at \$1 per week, \$6."

—The late A. J. Wetzlar was not the possessor of much of this world's goods. He left Mrs. Wetzlar a small amount in shape of a life insurance policy, but it is understood that when all bills are paid she will have but little left for her support. Mrs. Wetzlar is a very capable clerk, and a most excellent correspondent. She was Mr. Wetzlar's office assistant, keeping his books and preparing the many papers which are required in the adjustment of fire losses. Should any of the insurance offices desire to secure her services in any office work her address is 1533 Everett street, Alameda.

—"Stratagems and Conspiracies to Defraud Life Insurance Companies:" by John B. Lewis, M. D., and Chas. C. Bombaugh, A. M. M. D.: Jas. H. McClellan, publisher, Baltimore. This is the second edition, revised and enlarged. Older readers of insurance literature will recall the first edition. This is a book of nearly 700 pages, and its contents are exceedingly interesting to life insurance men, lawyers and doctors. The sub-titles give a good idea of the scope of the work, as "Pretended Death," Mysterious Disappearances, Homicide, Suicide. The Wackerle case was first written up in the COAST REVIEW, as was also the Mariano Rubio case and the "Dramatic California Incident." No names are given with the latter, but it is nevertheless a true story, related to us by a general agent in San Francisco. The authors of the book give the COAST REVIEW due credit for three of these expositions, but were not aware that the Wackerle case was first made public in these columns. The monster Holmes case is given at considerable length, down to the final decision of the supreme court.

—San Francisco Fire Department. Estimate for expenses of fiscal year '96-97, \$688,450, a reduction of \$31,550. Among the purchases are five new engines and one new water-tower.

San Francisco fire premiums for six years were issued from this office in an "Extra" and were printed on pages 88-89 of the March number. In three or four instances the figures vary from those of the fire patrol, but these differences have been explained as the results of reinsurances. The COAST REVIEW'S figures are correct.

—The "war" in Hartford is still raging, as we learn from the fiery *Travelers Record* for May, from which we extract this sample shot: "Another ali-ass [correspondent of a New York insurance paper] locates himself in Hartford, but his disguise is so transparent that he could not hide either one of his ears nor the sting in his tail. It is the same old serpent." Isn't this metaphor slightly mixed? A serpent with ears which he cannot conceal; an ass with a sting in his tail! And what is the variety of snakes which carry stings in their tails? The new editor must write under great pressure for time.

—Manager Harbeck, of the Western department of the Phenix of Brooklyn, of Chicago, is in San Francisco, making arrangements for the future operations of his company on the Pacific Coast. Montana, Utah and Idaho have been added to the Mountain district under the supervision of Special Agent John C. Mooney, of Denver, and all local agents in this territory will hereafter report directly to Manager Harbeck at Chicago. British Columbia and Washington will also report to the Chicago office, but the supervising special agent for that district has not yet been appointed. In the matter of California, Nevada and Arizona, Manager Harbeck has not yet decided upon a plan of campaign. It is believed, however, that Mr. Harbeck will not close up the agencies in this field by attempting the experiment of having the locals report to the Chicago office.

—The Ins. Co. of the State of New York, \$200,000 capital, is a-building.

—Merchants who support a fellow trader in making an extravagant smoke damage claim hope to have a fire some day themselves. Look out for them!

The Montana supreme court has decided that the life and accident and other foreign companies are not subject to the law taxing articles of incorporation. A similar decision was made in the case of foreign fire offices some time ago.

—The Annual Proceedings of the Fire Underwriters' Association of the Pacific will issue from the press in a few days. Copy was furnished so late this year that we do not deem it advisable to make the usual long excerpts from the papers. There are some exceedingly interesting papers, though, and we advise our readers to send 50 cents to Secretary Weinmann, 405 California street, for a copy of the Proceedings.

The San Francisco *Call*, referring to fire patrol affairs, says that many insurance companies report over 100 per cent. less city premiums than a year ago! The knowing *Call* also includes in its list of "non-contributors" the names of all the companies which have withdrawn from California or retired from business since January 1, 1895. Yet our San Francisco daily contemporary does not blunder any more than other dailies which discuss insurance topics.

—Publisher Edwards, having been burglarized, insured in the New England Burglary Ins. Co., and placed the warning aluminum star high on the street front of his dwelling. A week later some enterprising thief brought a ladder and removed that star. Whether the thief wanted to impersonate a policeman and "hold up" the late Mr. Lodge-member, or wanted to decipher the star or pawn it, we can only guess. But, Messrs. Okell & Donnell, send the publisher another star to warn away burglars, and it shall be placed still higher on the outer wall.

H. A. Brown, agent of the Imperial and Sun at Spokane, Wash., has been arrested on a charge of larceny of between \$1,200 and \$1,600 of the companies' money. Brown is from Galveston, Texas, and had been in Spokane only four months. A special dropped in and began checking up accounts, whereupon Brown bought a ticket for Lincoln, Neb., and was arrested in South Dakota.

Take Heed.—In December, 1895, Mr. Pluns insured against the wishes of his wife, and gave notes for the premium. Neither husband or wife imagined death near, but the arguments of the Pacific Mutual solicitor prevailed with the husband. The wife was indignant because of his "folly." On April 10 he died; on April 12 he was buried; on April 16 the widow, with changed views as to life insurance, filed proofs of death, and on the same day a check for the amount of insurance was handed to her.

—Several months ago Mann & Wilson established a farm department branch at Los Angeles, Cal., under Mr. Hawley, who employs an army of subsolicitors, paying them a commission of 20 per cent. The farm business is now written at 75 cents for five years, and in some cases as much as 1 per cent. for five years has been obtained. Notes running from eight to ten months are taken for premium, or a book account credit for six months, with no note is given.—*Chicago Tribune*, April 17th, '96.

The above is a fair sample of insurance news published in the Eastern press. Mann & Wilson have never "established a farm department branch at Los Angeles, Cal.," or in any other place on the Coast. Mr. Hawley, the Los Angeles agent, does not employ "an army of solicitors." He has just two. Notes are *not taken* for premiums by Mann & Wilson or the Lancashire. Mr. Hawley remits premiums at end of 60 days, same as agents of other companies. About one risk in ten of Mr. Hawley's business is "farm property." The *Tribune's* correspondent had better guess again.

—Chas. P. Dorian writes us that he is not in any way connected with the Foresters Mutual Life Association of Los Angeles.

—The Union Central Life's *Advocate* mentions the death of Timothy J. Davis, of Los Angeles, for the past eight years a superintendent of agencies for the company in southern California.

—The Fire Underwriters Clerks' Association had its fifth annual banquet last Saturday evening and elected the following officers: A. C. Thornton, president; H. M. Thompson, vice-president; J. S. French, secretary; H. P. Blanchard, treasurer.

—"Assessment Life Insurance:" by Miles Menander Dawson. Published by the Spectator Company, New York; price. \$1.50 The various chapters are interesting and instructive. The book seems a fair treatment of the subject from an assessment point of view. The author refers to what might be called "the right to cancel," of the fraternal societies. He says: "Probably very little insurance could be sold for a regular company if it reserved the right to cancel at will; for it would certainly be expected that the company would invariably cancel when it learned that a policyholder was about to die. But no such expectation seems to exist in the case of a fraternity, though apparently unlimited power of expulsion is granted. . . . There is one especial manner in which it is already being misused, and that is in expelling persons who have become dissolute. . . . On no ground can the cancellation of their policies be defended. . . . At the same time, the fraternities are by no means the only sinners in this regard; a large and ultra-respectable association makes a practice of sending out detectives to spy upon its members and to take up policies on the lives of men who have become dissipated; and a regular company of the highest standing also reserves the right to cancel insurance on this ground, though it now limits that right to a short term of years."

J. D. Maxwell will continue to represent the Continental as its metropolitan agent.

W. S. Newell, secretary of the German-American Ins. Co. of New York, died last month in his 58th year. The deceased was for many years a special agent.

—General Agent A. B. Forbes of the Mutual Life called on the home office people of his company in April, and on the 3rd of May sailed for Gothenburg, Germany, to see the home office people of the Svea.

—Calvert Meade, independent adjuster, has moved to the handsome office formerly occupied by the late Mr. Wetzlar, 106 Leidesdorff St., L. & L. & G. building. J. P. Harcourt has desk room with Mr. Meade.

—We print on page 192 a table of foreign companies' figures as printed in the COAST REVIEW INSURANCE CHART. The assets are those of the fire departments, in the cases of companies writing both fire and life business.

—“Ladies on Life Insurance” is the title of a handsome illustrated pamphlet by the *Insurance Press* of New York. Many noted women express themselves heartily in favor of life insurance. Among them we mention Harriet Prescott Spofford, Anna Howard Shaw, Helen Campbell, Annie Jenness Miller, Octave Thanet, as among the best known. The best argument for life insurance for women is by Ellen M. Henrotin.

In this sixtieth anniversary year of the Northern Assurance Co. special efforts will be made to increase the company's business. Manager Lermitt, of the Western department, in carrying out this object, has appointed Charles B. Allen as special agent, to travel continually in the Mountain district, comprising Colorado, Montana, New Mexico and Wyoming. Mr. Allen's present headquarters are at Lincoln, Nebraska, but in July he will remove to Denver, which will be his headquarters as resident special agent.

—Special Agent A. P. Sinclair, of Salt Lake City, was in town last week.

—Manager Houghton of the *Ætna* Life has removed his office to handsome and commodious quarters in the Safe Deposit Building.

—President Brown of the Connecticut Fire Ins. Co. of Hartford, accompanied by his daughter, has been spending a few weeks in California.

—H. McD. Spencer, special for the Manchester Fire, was thrown from a hand-car in Idaho, and his ankle was broken. He is now in Portland.

—The Preferred Accident issues a long list of fatal accident claims paid by that company during the past year. The list includes two in California.

—J. W. Howell of the Mutual Life is telling the citizens of the mining counties of California all about the desirable contracts issued by the Mutual Life.

—Dalton Wheeler of Los Angeles was in Frisco a few days ago. Mr. Wheeler says the Los Angeles agents would like to have a board and get paying rates for insurance policies sold in his beautiful southern city, but the San Francisco managers won't have it.

—We acknowledge receipt, with thanks, of the neatly printed and handsomely bound volume of the “Proceedings of the Twenty-sixth Annual Meeting of the Underwriters' Association of the Northwest.” The memorial proceedings are accompanied by well executed portraits.

—A Burlington, Iowa, dispatch says: How their grand piano came to be a mass of flames when it was in a room without fire, and where no one had been for three days, is a mystery that the family of Andrew Smith are trying to solve. A fire was detected by the peculiar odor coming from the ivory keys and the rattling metal in the instrument, which was completely destroyed. The house was saved, and the balance of the furniture was not seriously injured.

—Referee Russell has found three solicitors guilty of rebating to the assured. Each represented one of the giants.

—Robert Campbell, of Denver, owning large properties at Cripple Creek which were uninsured and were burned in the recent conflagration, committed suicide the next day.

The insurance department bill of the Utah legislature, very much amended, is now a law. The secretary of state is made ex-officio superintendent. The "experienced insurance man" candidate got left.

—President Burnham of the Mutual Reserve asks for proxies authorizing him to vote at every meeting for the next ten years. Mr. B. is the chosen heir of the late Mr. Harper, who was *not* the founder of the association.

—Chester Dering, for several years special agent in California for Brown, Craig & Co., has been appointed special by Manager Pope for the Pennsylvania Fire. Mr. Dering is a popular and efficient special, and has many friends among the local agents in California.

—The Handy Guide: Rates, Applications and Policies: Spectator Co., New York, publishers. Price, bound in flexible leather, \$2.00, post paid. This is the fifth annual edition, and the publishers claim that it is the best work of the kind yet prepared. It is a book of 500 pages, and contains much new reading matter.

—The life insurance companies have decided to abide by the original anti-rebate compact. This resolution was taken at a special meeting called by Referee Russell. The proposed amendment which failed was to allow a commission to an agent or employee of another office on a policy on his own life. It was evidently deemed too easy a matter to appoint an applicant an agent and divide amount of insurance and commissions. The agreement is said to have exercised a good influence in the past half year.

The Royal has \$13,748,734 net surplus.

—Wm. J. Landers visited his principal agencies in the Pacific Northwest last month.

—Actuary Marshall of the Home Life has been thirty years in the service of the company.

—Put a black ring around the Interior Fire of Martinsburg, W. Va.

—Edward Brown visited New York and Philadelphia the later part of April, and is now in Sweden.

—E. D. Williams, "consulting actuary," sued a Pittsburg paper for libel, and a jury said his reputation had been sooted to the extent of 6¼ cents and costs.

—The St. Louis *Republic* has changed its opinion of the Fidelity Mutual and President Fouse, as we intimated it might. It apologizes and pays \$2,000 costs.

—The Fraternal Brotherhood of Los Angeles seems to be the very latest insurance scheme—at least its advertising is quite "fresh." C. P. Dandy, the supreme president, is of opinion that it is a "dandy" venture, and the remaining eleven "supremes" are supremely hopeful that they at least will make something out of the bubble before it bursts. Queer thing this, which offers "endowments" at death. The Fraternal Brotherhood will require only one line in our list of dead Coast co-operatives.

KILROY'S NEW PALESTINE AGENCY

AT PHOENIX, ARIZONA.

TO ACCOMMODATE ITS PERSONAL FRIENDS being brought into the valley through its agency to be engaged in the different pursuits and callings, wants the agency of one first-class company each of the following lines, viz: First-class LIFE, FIRE, ACCIDENT, EMPLOYERS' LIABILITY AND PLATE GLASS, AND SURETY COMPANY. (The latter four are not represented in Phoenix.)

From the readers of the COAST REVIEW and their friends we invite correspondence, as we offer SIXTY select tracts of 2½ acres each (one of the loveliest tracts in the Valley; street cars running to the property), half mile from the city, for Eastern wealthy homes.

Sold on subscription only at \$800.00 each.

Address, J. A. KILROY,

Room 313 Fleming Block, Phoenix, Arizona.

There are doubtless many fraudulent bicycle accident claims.

—General Manager Lewis of the Manchester Fire is visiting the United States.

—N. B. Whitley, special for Brown, Craig & Co., in the Pacific Northwest, is in San Francisco.

E. W. Carpenter is now in Paris. We are indebted to him for an interesting newspaper clipping.

The Northwestern Masonic Aid will change its name to the Northwestern, as it is no longer Masonic nor an "aid" society.

—General Agent Leavitt of the Union Mutual Life Ins. Co. reports business lively with his agency, the new business written and settled for the first four months of this year exceeding the amount written the first four months of '95 by 60%. Special Agent Spinney, who recently joined Manager Leavitt's force, and E. M. Atwood will handle the country business for the Union Mutual.

ALFRED ALLAYNE JONES

ADJUSTER OF LOSSES

SPECIAL AGENT

In Southern California, Arizona,
New Mexico and Texas

OFFICE: 150 South Broadway,

LOS ANGELES, CAL.

J. S. Winchester,



ATTORNEY
AND
COUNSELOR AT LAW,

Correspondence Solicited.
References on Application.

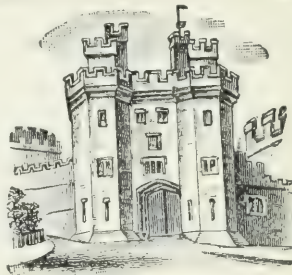


Sherlock Building,
PORTLAND, OREGON.

—The National Surety has entered Connecticut and Michigan.

—The Sun Life has entered Colorado, and appointed J. R. Johnston manager.

—President Willard of the Provident Savings has been making a tour of the Western field.



For Fire Insurance.

Assets in United States \$2,836,236 28
Net Surplus \$ 568,320 47

Writing Large Lines On Desirable Business.
Applications for Agencies or Information should be addressed

For Eastern and Middle States:

WILLIAM BELL, (Joint Managers,
WILLIAM WOOD.

WILLIAM M. BALLARD, Branch Sec'y,
21 Nassau St., (Equitable Bldg.), New York.

For Western States:

GEORGE M. FISHER, Manager.

205 La Salle Street, Chicago, Ill.

For Southern States:

FINLEY & JANVIER, Managers.

308 Camp Street, New Orleans, La.

For Pacific Coast:

CHARLES A. LATON, Manager.

439 California Street, San Francisco, Cal.

Makes a . .
Specialty of
Insurance .
Law . . .

THE COAST REVIEW

A MONTHLY JOURNAL

Devoted to all kinds of Insurance that INSURES. Published on the Fifteenth of every Month.

* *
*

PER YEAR . . . \$3.00
PER COPY . . . 25 cts.

Postage added to Foreign Subscriptions.

J. G. EDWARDS, Proprietor,
Pacific Mutual Building, San Francisco.
Telephone No. 1530.

VOL. 50.

JUNE, 1896.

NO. 6.

Index For Life Men.

Ancient Order U. W.	December Coast Review	
Order of Chosen Friends	January Coast Review	
	Page.	
Mutual Reserve Fund	January	17
California Life Business	"	21
Equitable Life Statement	February	
Pacific Mutual Life Statement.		
colored page	"	72
Bankers Life Association of Minn.	"	47
Life Insurance in California, 1871-95.	"	49
Fraternal Life Association	"	58
Bankers Alliance in California	"	71
Ætna Life Statement	"	75
Mortality Cost, groups of years	March	90
Life Claims Resisted, 30 years	"	91
National Life Statement, red leaf	"	102
Bankers Alliance of Los Angeles	"	105
Mutual Life Statement, colored page	"	110
Connecticut Mutual Statement	"	111
Travelers Statement	"	112
Union Central Statement	"	113
California Assessment Ins. 1895	"	102
United Brethren Mutual Aid (failure)	"	100
Modern Woodmen	"	94
New England Mutual Statement.		
colored page	"	86
World's Life Insurance	April	121
Foresters Mutual Life Association	"	122
New Zealand Government Life Office	"	122
California Asses't Insurance in force	"	124
Penn. Mutual Technical Defense	"	127-139
Life Insurance Written	"	134
Life Companies' Figures	"	135
Bankers Alliance Old Men	"	139
Covenant Mutual Benefit	"	140
Order of Maccabees	"	1407
Bankers Alliance	"	144h
Life Business in Oregon	"	142
Massachusetts Benefit Life Ass'n	"	143

Bankers Alliance	May Coast Review	
Independent Order Foresters	May	166
Penn Mutual	"	167
Life Companies on Coast, Table of	"	168
Bankers Alliance Statement	"	173
Ex-Commissioner Wilson's Endorsement	"	175
Mutual Reserve Fund	"	175
Fraternal Life Insurance	"	183
Penn Mutual	"	186
A. O. U. W. in Oregon	"	190
Mutual Reserve Fund	"	192
Massachusetts Benefit Life	"	200
Life Insurance Statistics	June Coast Review	

Our Digest of Recent Insurance Decisions.

—
AMERICAN STATE SUPREME COURTS AND FEDERAL DISTRICT AND SUPREME COURTS.

Fire.

88. Sample v. London & Lancashire Ins. Co.,
S. C. S. C., 24 S. E. R. 334.

LIMITATION OF ACTION.

Where a policy stipulated that no action should be brought thereon unless commenced within 12 months "after the fire," nor "until after full compliance" with its provisions, one of which required proofs of loss to be filed within 60 days, and another provided that loss should not be payable till after notice, estimate, and satisfactory proofs, and appraisal, if required, the limitation commenced to run from the accrual of the cause of action, and not from the date of loss.

89. *Gross v. Milwaukee Mechanics Insurance Co.*, Wis. S. C., 66 N. W. R. 712.

DETACHED ROOM.

A shed, or lean-to, which formed part of a wooden store building at the times of the issuance of policies of insurance on goods therein, which was moved back to allow the building of an addition to the main building, and left standing three feet from such addition, to which it was connected by a wooden platform, nailed to both, and which continued to be used for the storing of goods as before, still remained a part of the building, and goods therein were covered by the insurance.

° ° °

90. *Morotock Ins. Co. v. Rodefer*, Va. S. C. A., 24 S. E. R. 393.

FAILURE TO DISCLOSE MORTGAGE.

A policy is not vitiated by the presence of a mortgage on the property and failure of insured to voluntarily disclose that fact, the policy having been issued without any inquiries or representations having been made, though the policy provides that it shall be void "if the assured has concealed or misrepresented, in writing or otherwise, any material fact or circumstance concerning this insurance or the subject thereof, or if the interest of the insured in the property be not truly stated therein."

INTEREST IS UNCONDITIONAL.

The "interest" of insured in the property is "unconditional and sole ownership," within the condition of the policy, though he has mortgaged the property.

° ° °

91. *Merchants Ins. Co. v. Story*, Tex. C. C. A., 35 S. W. R. 68.

MORTGAGE TRANSFER.

The transfer of property incumbered by trust deed, to one who assumes the mortgage, with the consent of the insurer of the property, the trustee, and the beneficiary, converts the original mortgagor from principal to surety, as between all the parties, and entitles him to all the rights of a surety.

The purchaser of mortgaged property becomes the "mortgagor," within the

meaning of the term as used in the subrogation clause of a policy of insurance, which provided that the insurance, as to the interest of the trustee under the mortgage, should not be invalidated by any act or neglect of the mortgagor or owner of the property insured, and that whenever the insurer should pay said trustee any sum for loss under said policy, and should claim that, as to the mortgagor or owner, no liability therefor existed, it should at once, and to the extent of said payment, be subrogated to all the rights of the party to whom such payment should be made, or, should it pay to the trustee the whole debt so secured, it should receive an assignment of said debt, with all securities held for its payment.

The beneficiary "and its assigns" being entitled to the benefit of the insurance under the subrogation clause in the policy, the surety is entitled to the same benefit, in the absence of express provisions to the contrary, and, after a loss under the policy, may pay to the trustee the amount of the mortgage debt, and become the beneficiary's assignee, notwithstanding a forfeiture of the policy by parties who had become primarily liable.

This right of the surety cannot be defeated by the prior purchase of the mortgage by the insurer; the premium paid by the original mortgagor, who, as surety, claims the benefit of the insurance, being considered a full equivalent for the risk assumed.

The surety, having parted with the property, and having no means of knowing or preventing a violation of the policy, stands in the place of the beneficiary, under the subrogation clause; and a violation of the policy does not invalidate it as to him, if not at fault.

° ° °

92. *Burlington Ins. Co. v. Coffman*, Tex. C. C. A., 35 S. W. R. 406.

WHEN MORTGAGED.

That the property insured is mortgaged does not avoid the policy, under a condition avoiding the same unless insured

is the sole, absolute, and unconditional owner.

THE WATCHMAN CLAUSE.

The provision reads: "Warranted on the part of the assured that a watchman shall be kept on duty at night, or this policy shall be void." The charge is: "The policies provide that Coffman warrants or agrees that a watchman shall be kept on duty at night, or the policy shall be void. If, from the evidence, you find and believe that Coffman failed in this respect, and did not keep a watchman as provided in these policies, then this would avoid the liability of defendant company under these policies. If you find that Coffman employed a watchman, believing him to be trustworthy, and placed or kept him on duty at night, then this would be such a compliance with the provision of the policy as would prevent the defendant company from avoiding their responsibility on this ground." It was shown that plaintiff kept a watchman in his employ to watch the premises at night; that the fire occurred on the morning of July 4, 1891, at which time the watchman was asleep in the office on the premises. Upon very plain principles, the courts, while requiring a strict compliance with a warranty in insurance contracts, will not exact performance beyond its terms. What was required in this instance was that the insured should keep a watchman on duty upon the premises at night. The agreement was complied with when he employed and kept such a servant upon the premises as a night watchman, provided he exercised reasonable care in the selection and retention of the person for that employment. The provision does not stipulate whereabouts upon the premises the watchman should remain, nor does it stipulate that he should be constantly on the alert. In *Crocker v. Insurance Co.*, 8 Cush. 79, where the provision was for "a watchman kept on the premises," the court says: "The terms are not explicit as to the time and manner of keeping a watch. It does not stipulate for a constant watch." See

Insurance Co. v. Gustin (Neb.) 59 N. W. 375, a case in which it was held that a casual absence of such watchman during the time contemplated does not necessarily vitiate the policy. The provision in the latter case was that a watchman was to be kept on the premises during the night. We are of opinion that his going to sleep while on duty, without the knowledge of his employer, is not, of itself, sufficient to avoid the policy, under the clause in question. A failure to comply with the provision would, we think, have existed, if it had been shown that the insured had notice of any unfitness of the watchman, or had not observed ordinary care in employing and keeping him.

° ° °

93. *Orr v. Hartford Fire Ins. Co.*, Ill. S. C., 43. N. E. R. 866.

ASSIGNMENT FOR CREDITORS.

An assignment for benefit of creditors avoids a fire policy conditioned to be void if any change takes place in the title or possession of the subject of insurance "by voluntary act of the insured or otherwise."

WAIVER.

Where a general agent, by advancing and forwarding the premium to the company, makes himself, instead of the company, the premium creditor on a policy which an assignment for creditors avoids, a demand by the agent for the premium after an assignment has been made is not, as to the company, a waiver of the condition avoiding the policy.

° ° °

94. *American Fire Ins. Co. v. Brooks et al.*, Md. C. A., 34 A. R. 373.

BROKERS.

A broker through whom insurance is procured, though at his solicitation, is the agent of the insured, and his acts will not bind the insurer.

A broker whose employment extends only to the procurement of the policy ceases to be the agent of the insured on the execution and delivery of such policy.

In the absence of direct proof of a

broker's actual authority to act for the insurer, the insured may establish his agency by showing that the act relied on was within the scope of his apparent authority, notwithstanding the policy provides that no person shall be deemed the agent of the insurer unless duly authorized in writing.

Where it appeared that the insurer sent a renewal receipt to the broker who procured the insurance in the first instance, and collected the premiums thereon, but whose employment by the insured extended only to the procurement of the policy; that such broker collected the renewal premium, after delivering the receipt; and that the insurer subsequently wrote to the broker reminding him that he had not remitted the premium,—it was properly left to the jury to say whether the broker was authorized to deliver the receipt and collect the premium.

Payment of a premium to a broker authorized to collect and remit the same to the insurance company binds the latter, though it never in fact receives the money from the broker.

CANCELLATION.

The burden is on a company claiming cancellation of a policy for nonpayment of premiums to show compliance with conditions precedent to its right to cancel.

Notice of the cancellation of a policy for nonpayment of premium, sent to the insured by mail, is ineffectual unless received.

Pursuant to a provision in a policy permitting it to be canceled on five days' notice to the insured, notice was sent on November 29th that the policy would be canceled on December 6th, unless the premium was paid before that date, but the insured did not receive such notice till December 25th. *Held*, that an attempted cancellation on the date fixed in the notice was ineffectual.

* * *

Life.

95. Beckwith v. Ryan, Conn., S. C. Er., 34 A. R. 488.

FRAUDULENT REPRESENTATION OF COST.

Where an agent's representation as to the total cost of a 10-year endowment pol-

icy of insurance is both false and fraudulent, and the assured believes it, and, in reliance on it and deceived by it, takes out the insurance, and gives his notes in payment of the first premium, he may rescind the contract on learning of the fraud.

Such representation is one of fact, and does not come within "matter of opinion and ordinary trade talk."

The testimony of a single witness is sufficient in law to prove fraud, though denied by the person against whom fraud is charged.

° ° °

96. Meyer v. Manhattan Life Ins. Co., Ind. S. C., 43 N. E. R. 448.

QUANTUM VALEBAT.

The principle of a recovery on a quantum valebat has no application to policies which are indivisible, and where a policy had been forfeited under its terms for nonpayment of premiums there can be no proportionate recovery thereon on the ground that it provided for the issuance, on its surrender before forfeiture, of a paid-up policy proportionate in amount to the number of premiums paid, no application for such paid-up policy, nor offer to surrender, by the insured, being shown.

° ° °

97. Mutual Life Ins. Co. v. Selby U. S. C. C., 72 F. R. 980.

REPORT OF PENSION-EXAMINING PHYSICIANS.

The report of physicians who examined a person on his application for a pension is not admissible, as tending to show the falsity of statements afterwards made by him in an application for life insurance, where it does not appear that he knew of the report or its contents.

DECLARATIONS AND ADMISSIONS.

Statements made to a third party, by one applying for a pension, as to his physical condition at that time, are inadmissible in a suit upon a policy of life insurance afterwards applied for and obtained by the pensioner.

Statements made by an applicant for a pension, to one acting as his attorney in the matter, are privileged communications, and cannot be proved in an action upon a policy of life insurance subsequently

applied for and obtained by the pensioner.

PAROL EVIDENCE—ON THE PENSION ROLL.

An applicant for insurance stated, in answer to a question, that he was on the United States invalid pension roll, under the pension laws of 1890, "for general disability," and "not for any acute or chronic disease." In a suit on the policy, plaintiff was allowed to show that the answers in the application were written by the examining physician of the insurance company; that, in answer to the question whether the applicant was on the invalid pension roll, the latter answered that he was there for general disability; that the physician then asked if he had any acute or chronic disease, to which he answered, "No;" and that the physician himself then added the statement, "Not for any acute or chronic disease." *Held*, that this evidence did not alter or diminish the terms of the written warranty, so as to render the admission of the evidence erroneous under the rule relating to parol evidence.

* * *

Accident.

98. *Menneilly v. Employers' Liability Assur. Corp., N. Y. C. A.*

DEATH BY INHALING GAS.

A provision of an accident policy that it "does not insure against death or disablement * * * arising from anything accidentally taken, administered or inhaled, contact of poisonous substances, inhaling gas, or any surgical operation," does not relieve the insurer from liability for death caused by inhaling illuminating gas which accidentally escaped into an hotel room where the insured was sleeping.

Death caused by inhaling illuminating gas which accidentally escaped into an hotel room where the insured was sleeping is not within the exception of an accident policy, that it "does not insure against death or disablement * * * from accidents that shall bear no external and visible marks," where it appears that, though there were no visible marks of accident on the body of deceased, illuminating gas emanated therefrom when artificial respiration was produced.

A California Supreme Court Decision.

INSURABLE INTEREST—TITLE—WAIVER—PURCHASE WITH OPTION.

In the case of *J. D. Davis v. The Phoenix Ins. Co., California Supreme Court. Appeal from Superior Court of San Diego County.* Plaintiff had judgment for \$1,200, from which judgment the defendant appeals.

On February 26, 1894, the plaintiff was in possession of property described in the policy, under a partly executed contract to purchase the premises, and a written option thereon delivered to him by the persons in whom was vested the fee and legal title thereto. The sum of \$100 was paid thereon. On June 14, 1894, and within the time limited by his contract, plaintiff received a deed of conveyance of the premises whereby the entire legal title was vested in him.

On February 26 the plaintiff applied to defendant for a policy upon the dwelling for \$800, and upon various other properties for \$400. Appellant admits the judgment to the extent of \$400 insurance on such personal property. In his application plaintiff informed defendant of the extent of his title and interest.

On April 10, 1894, the dwelling and all the personal property were destroyed by fire. This was before the title passed to plaintiff.

Upon the pleadings and findings of the lower court two questions arise:

1. Had the plaintiff an insurable interest in the dwelling upon which he can recover?

2. If so, what was the extent of that interest?

The contention of appellants is, under the policy conditions, that as the findings show that plaintiff had only an option to purchase the property, and was not vested with any title therein, there can be no recovery. Were this the entire showing of the record, we should concur in the views of the appellant; but when we review the whole record, other factors appear, which affect the problem.

If the application stated fully the nature of the applicant's title, and if that applica-

tion is a part of the policy, it is a sufficient compliance with 22,587 Civ. Code in specifying the interest of the insured.

But suppose we are not to treat the application as a part of the policy (and there are respectable authorities to the effect that it will not usually be so treated), and still the fact remains that defendant was fully informed as to plaintiff's title.

Where, as in the present case, a policy of insurance is based upon the condition that the insured is the owner in fee simple, but containing a provision that the application of the insured is to be considered a part of the policy, such application clearly showing that the insured is not the owner in fee simple, the insurer by thus accepting the risk waives the condition of the policy as to the title, and cannot set up the want of such fee simple title to defeat an action on the policy.

The insertion in the policy that plaintiff was the owner of the property was a mistake of defendant, and the latter is not in a position to take advantage of it.

It is admitted on all hands that it is not necessary that the insurer have a legal interest, but that an equitable interest is sufficient.

The title, whether legal or equitable, may be defective or even bad, provided the insurer has possession and use; even a valid equitable title is not requisite. It is held sufficient that the insured has a direct pecuniary interest in the preservation of the property, and that he will suffer a pecuniary loss as an immediate and proximate result of its destruction.

In common parlance, we speak of a house as being insured, but, strictly speaking, it is not the house but the interest of the owner therein that is insured, and whether that interest is founded upon a legal title, an equitable title, a lien or such other lawful interest therein as will produce a direct and certain pecuniary loss to the insurer by its destruction, he has an insurable interest therein. Actual possession by consent of the owner, with the beneficial use of the property, has been held an insurable interest.

In the present case the plaintiff was in the full possession and enjoyment of the property under a contract upon which he had in part paid the purchase price, and which upon his volition and completion of the contract would entitle him to a conveyance of the legal title. This enjoyment and expenditure gave him an insurable interest in the property.

The measure of the insured's right to recover is limited, not by the value of the property, but by the value of his interest. The very meaning of the term indemnity excludes all idea of profit to the insured.

Plaintiff's insurable interest, then, is to be measured by the advances he had made upon his contract of purchase, viz: \$450. Had he entered into an ordinary contract to purchase the property, binding himself to pay the whole price, his position would have been very different. But his contract was an option, upon which he had paid \$450, and which he was at liberty to abandon at any time. To the extent of his payments he had an insurable interest; beyond that he was not bound. If he could insure for the full value of the property and in case of loss recover such value, he could thereupon decline to purchase under his option, and thus speculate and make a profit on the transaction in violation of a fundamental law of insurance.

SEARLES, C.

"Refused."

Bill Nye said, and we endorse the sentiment: A man may use a wart on the back of his neck for a collar button; ride on the back coach of a train to save interest on his money until the conductor comes around; stop his watch at night to save the wear and tear; leave his "i" and "t" without a dot or cross to save ink; pasture his mother's grave to save corn; but a man of this kind is a gentleman and a scholar compared to a fellow who will take a newspaper, and when asked to pay for it, puts it into the post-office and has it marked, "Refused."

—The American Life Annuity Co. of Nashville, Tenn., has retired.

State Insurance Officials.

STATE.	NAME AND ADDRESS.	TITLE.	STATE.	NAME AND ADDRESS.	TITLE.
Alabama	John Purifoy, Montgomery	Auditor of State	Nebraska	Eugene Moore, Lincoln	Auditor of Public Accts
Arizona	James A. Fleming, Phoenix	Territorial Treasurer	Nevada	C. A. La Grave, Carson City	State Comptroller
Arkansas	C. B. Mills, Little Rock	Auditor of State	New Hampshire	John G. Linehan, Concord	Insurance Commissioner
California	M. R. Higgins, San Francisco	Insurance Commissioner	New Jersey	George S. Duryee, Trenton	Commis'r of Bk'g & Ins.
Colorado	N. S. Walpole, Denver	Supt. of Insurance	New Mexico	Marcelino Garcia, Santa Fe	Territorial Auditor
Connecticut	F. A. Betts, Hartford	Insurance Commissioner	New York	Jas. F. Pierce, Albany	Supt. of Insurance
Delaware	P. K. Meredith, Milford	Insurance Commissioner	North Carolina	Chas. M. Colke, Raleigh	Secretary of State
District of Columbia	M. Trimble, Washington, D.C.	Assessor	North Dakota	F. B. Fancher, Bismark	Commissioner of Ins.
Florida	C. B. Collins, Tallahassee	State Treasurer	Ohio	W. S. Mathews, Columbus	Supt. of Insurance
Georgia	W. A. Wright, Atlanta	Comptrol'r Gen'l & Ins. C.	Oklahoma	H. R. Kincald, Salem	Sec'y of the Territory
Idaho	C. Bunting, Boise City	State Treasurer	Oregon	Jas. H. Lambert, Harrisburg	Insurance Commissioner
Illinois	B. K. Duffee, Springfield	Superintendent of Ins.	Rhode Island	Albert C. Landers, Providence	Insurance Commissioner
Indiana	A. C. Dally, Indianapolis	Auditor of State	South Carolina	James Norton, Columbia	Comptroller General
Iowa	C. G. McCarthy, Des Moines	Auditor of State	South Dakota	J. E. Hipple, Pierre	State Auditor
Kansas	G. T. Anthony, Topeka	Supt. of Insurance	Tennessee	F. B. Craig, Nashville	Commissioner of Ins.
Kentucky	David N. Cominsore, Frankfort	Insurance Commissioner	Texas	A. J. Hammond, Austin	Insurance Commissioner
Louisiana	Stimoeon Toby, New Orleans	Supervisor of Insurance	Utah	J. T. Hammond, Salt Lake City	Secretary of State
Maine	Stephen W. Carr, Augusta	Insurance Commissioner	Vermont	C. W. Brownell, Brattleboro	Insurance Commissioner
Maryland	T. B. Townsend, Annapolis	Insurance Commissioner	Virginia	Morton Mayce, Richmond	Auditor Public Accounts
Massachusetts	George S. Merrill, Boston	Insurance Commissioner	Washington	James H. Price, Olympia	Insurance Commissioner
Michigan	Thearon F. Giddings, Lansing	Commissioner of Ins.	West Virginia	W. Johnson, Charleston	Auditor of State
Minnesota	C. H. Smith, St. Paul	Insurance Commissioner	Wisconsin	Wm. A. Fricke, Madison	Commissioner of Ins.
Mississippi	W. W. Stone, Jackson	Auditor Public Accounts	Wyoming	W. O. Owen, Cheyenne	State Auditor
Missouri	James R. Waddill, St. Louis	Supt. of Insurance	Canada:	Wm. Fitzgerald, Ottawa, Supt of Insurance.	
Montana	A. B. Cook, Helena	Auditor of State			

Local Life Boards.

Commissioner Betts classes as agents the so-called local boards appointed by life companies, and will hereafter require these alleged board men or trustees to procure certificates of authority. The commissioner says of these so-called local boards:

It has been the custom of several companies to secure about ten representative men in different cities in Connecticut, and organize them into so-called local boards, offering them inducements in reduction of their premiums and commissions on new business.

These men are said to be interested in looking after the management of the company and in seeing that the company conducts its business in a proper manner, when in reality all they know and look after is to get their reduction on premiums and commissions. They have no powers, they do not render any direct service to the company, and are not entitled to any compensation. It practically comes out of the agent as a rebate, and the company should not allow it.

Hamilton Disston Was Insured for \$1,000,000.

Following is a list of the insurance carried by the late Hamilton Disston of Philadelphia: New York Life, \$125,000; Equitable, Mutual, British Empire, \$100,000 each; Provident L. & T., Northwestern Mutual, Home Life and Union Central, \$50,000 each; Connecticut Mutual, \$40,000; Michigan Mutual, Washington and Canada, \$30,000 each; Sun, Eng., and Nederland, \$25,000 each; Massachusetts Mutual, National, Manhattan, State Mutual, Provident Savings, Metropolitan and Phoenix Mutual, \$20,000 each; New England Mutual, Penn, Mutual Benefit, Vermont and Prudential, \$15,000 each; Maryland, Berkshire, John Hancock and Commercial Alliance, \$10,000 each; Connecticut General and Brooklyn, \$5,000 each; total, \$1,060,000.

Condition and Affairs of all Life Insurance Companies Doing Business on the Pacific Coast. Seven Years' General and California Figures.

COMPANY.	January 1st.	GENERAL STATEMENT.				CALIFORNIA BUSINESS.					Losses and Expenses down to Paid.
		Admitted Assets.	Surplus.	Insurance in Force.	Premiums.	Paid Policy-holders.	New Policies Written.	Insurance Renewed.	Insured in Force.		
DATE BEGAN BUSINESS.		\$	\$	\$	\$	\$	No.	Amount.	Premiums.	\$	
SAN FRANCISCO REPRESENTATIVE.											
ETNA LIFE											
1806	1806	43,580,037	6,513,085	140,027,261	4,914,982	4,549,204	193	472,600	17,142	1,303,817	47,078
1805	1805	42,030,800	6,824,961	135,007,796	4,893,344	4,170,140	107	290,000	7,858	1,261,965	46,085
1804	1804	39,981,531	6,278,080	132,450,723	4,693,744	3,903,169	104	265,350	6,612	1,238,821	47,403
1803	1803	38,075,518	6,047,698	130,778,466	4,580,767	4,194,280	155	310,640	10,074	1,177,521	46,185
1802	1802	37,307,228	6,298,148	124,307,218	4,301,504	3,751,898	117	324,540	9,043	1,150,921	44,952
1801	1801	36,065,147	6,085,260	117,058,382	4,016,225	3,556,110	115	332,540	13,969	1,027,428	40,776
1800	1800	34,845,819	5,496,217	110,060,719	3,738,703	3,641,441	124	294,000	22,242	950,569	35,979
CONNECTICUT MUTUAL											
1806	1806	62,759,766	7,001,165	158,042,056	4,681,429	6,292,518	300	475,500	22,956	3,535,500	125,614
1805	1805	62,234,925	6,876,213	156,060,871	4,677,373	6,108,991	254	335,000	18,460	3,422,650	121,000
1804	1804	61,348,887	7,129,175	156,391,395	4,623,300	5,824,015	303	409,000	14,951	3,417,727	126,912
1803	1803	60,761,550	7,197,336	152,737,382	4,622,263	5,957,101	355	433,000	32,352	3,305,300	113,940
1802	1802	59,738,480	6,570,049	150,043,055	4,416,575	5,815,371	254	415,750	28,177	3,024,800	106,301
1801	1801	58,747,707	6,654,767	143,334,742	4,104,365	5,833,503	169	632,500	22,941	2,751,400	87,905
1800	1800	57,874,972	5,400,891	141,418,336	4,418,336	5,839,313	76	291,500	9,766	2,727,400	87,421
EQUITABLE LIFE											
1806	1806	190,984,852	30,535,888	912,300,553	36,240,664	19,568,269	2,054,300	69,164	12,231,769	448,965	252,268
1805	1805	185,044,310	30,479,842	913,556,733	36,038,031	19,473,353	1083	3,888,723	121,244	11,271,975	406,414
1804	1804	169,207,408	29,085,333	932,335,757	35,537,369	17,650,315	985	2,798,000	100,531	12,448,900	501,580
1803	1803	153,060,052	28,721,438	850,992,245	33,046,568	16,534,118	773	3,014,600	113,210	11,791,017	463,483
1802	1802	136,198,518	24,890,751	804,891,557	33,126,350	14,793,606	869	4,246,000	187,878	11,013,328	437,394
1801	1801	119,243,744	21,510,071	720,092,473	29,352,508	13,256,672	733	3,551,500	197,376	9,513,000	391,182
1800	1800	107,154,309	21,072,479	631,016,666	25,357,523	11,842,858	656	4,399,500	191,720	8,241,500	380,963
GERMANIA LIFE											
1806	1806	21,172,398	1,822,149	69,703,350	3,016,128	2,227,942	217	506,174	21,044	1,787,300	75,673
1805	1805	20,037,685	1,927,372	69,037,545	2,989,433	1,877,004	367	803,500	33,158	1,677,300	66,625
1804	1804	18,680,858	1,787,372	68,305,382	2,898,240	1,900,167	256	635,454	24,042	2,332,340	63,680
1803	1803	17,744,283	1,290,298	66,035,602	2,733,552	1,739,867	33	11,215	3,149	2,396,331	70,201
1802	1802	16,733,935	1,139,269	61,239,110	2,627,829	1,862,083	15	69,500	3,366	3,618,873	74,762
1801	1801	15,820,810	1,075,593	58,237,620	2,411,550	1,968,516	31	265,500	14,312	3,374,096	67,826
1800	1800	14,912,720	1,182,642	54,255,600	2,256,811	1,537,773	40	137,300	6,180	3,308,420	76,156
HOME LIFE											
1806	1806	8,981,863	1,025,198	42,247,014	1,617,005	936,781	211	474,692	16,164	1,104,000	44,512
1805	1805	8,715,046	1,280,728	39,807,725	1,614,588	1,023,582	78	217,300	8,456	1,016,000	49,409
1804	1804	8,246,694	1,174,950	39,204,320	1,535,056	933,580	114	351,800	18,091	1,181,000	40,580
1803	1803	8,085,362	1,298,066	38,408,378	1,310,105	800,330	156	505,675	21,147	1,100,333	47,756
1802	1802	7,654,178	1,507,654	32,611,776	1,246,215	706,619	135	461,833	27,358	818,833	34,570
1801	1801	7,281,211	1,495,232	29,027,638	1,001,621	657,810	178	676,133	27,858	537,000	22,110
1800	1800	6,748,767	1,300,234	55,870,171	930,301	628,807	127	418,000	14,772	380,000	15,630
MANHATTAN LIFE											
1806	1806	14,190,621	706,926	61,612,174	2,063,792	1,624,175	147	624,482	30,225	2,868,784	106,925
1805	1805	13,701,318	1,010,026	61,618,675	2,056,326	1,831,615	198	752,964	24,100	2,942,994	105,173
1804	1804	13,462,361	1,034,757	64,241,470	2,113,010	1,757,029	130	355,343	9,911	3,104,109	113,866
1803	1803	13,295,908	1,008,296	61,271,530	2,101,276	1,698,941	263	1,108,751	35,168	2,975,554	106,153
1802	1802	12,870,260	1,010,389	59,077,628	1,980,628	1,500,470	420	1,294,129	44,011	2,727,137	102,685
1801	1801	12,281,660	1,036,631	54,500,754	1,980,628	1,358,348	436	1,530,270	50,912	2,870,427	87,025
1800	1800	11,729,400	1,043,225	51,137,066	1,762,958	1,441,588	404	1,216,802	48,988	2,423,063	60,826
Jno. Landers, General Agent.											

MASSACHUSETTS MUTUAL. Springfield. 1851. C. M. T. Parker, Manager.	1846 1845 1844 1843 1842 1841 1840	17,009,127 15,653,366 14,480,480 13,433,668 12,239,529 11,062,582 9,873,006 8,644,606	1,274,004 1,143,672 1,023,511 908,850 793,467 683,200 568,320 446,806	3,325,012 3,150,541 2,911,104 2,723,573 2,556,912 2,370,082 2,192,347 1,992,009	1,890,336 1,556,033 1,051,862 1,495,048 1,364,388 1,222,384 1,062,547 909,000	100 125 135 144 144 144 144 144	308,000 298,500 298,500 308,000 308,000 308,000 308,000 308,000	6,886 10,124 10,124 10,124 10,124 10,124 10,124 10,124	538,000 424,500 424,500 424,500 424,500 424,500 424,500 424,500	18,172 716,000 716,000 716,000 716,000 716,000 716,000 716,000	8,129 8,000 8,000 8,000 8,000 8,000 8,000 8,000	
MUTUAL BENEFIT . . . Newark, N. J. 1845. Jas. Munsell, Jr., Manager.	1846 1845 1844 1843 1842 1841 1840	58,260,197 55,690,102 53,825,697 51,532,877 49,051,115 47,110,381 45,337,039	4,076,805 3,850,535 3,582,962 3,651,691 3,421,217 3,431,274 3,408,335	7,804,324 7,026,132 7,311,842 6,667,506 6,982,833 6,813,309 6,441,001 5,937,789 5,883,836 5,039,818	1,890,336 1,556,033 1,051,862 1,495,048 1,364,388 1,222,384 1,062,547 909,000	100 125 135 144 144 144 144 144	308,000 298,500 298,500 308,000 308,000 308,000 308,000 308,000	6,886 10,124 10,124 10,124 10,124 10,124 10,124 10,124	538,000 424,500 424,500 424,500 424,500 424,500 424,500 424,500	18,172 716,000 716,000 716,000 716,000 716,000 716,000 716,000	8,129 8,000 8,000 8,000 8,000 8,000 8,000 8,000	
MUTUAL LIFE . . . New York. 1843. A. B. Forbes & Son, General Agents.	1846 1845 1844 1843 1842 1841 1840	219,704,053 204,638,784 193,193,263 184,124,245 178,840,044 166,617,014 155,323,536	26,323,536 25,520,328 24,638,784 23,854,690 22,976,758 22,100,328 21,222,328	7,804,324 7,026,132 6,667,506 6,982,833 6,813,309 6,441,001 5,937,789 5,883,836 5,039,818	1,890,336 1,556,033 1,051,862 1,495,048 1,364,388 1,222,384 1,062,547 909,000	100 125 135 144 144 144 144 144	308,000 298,500 298,500 308,000 308,000 308,000 308,000 308,000	6,886 10,124 10,124 10,124 10,124 10,124 10,124 10,124	538,000 424,500 424,500 424,500 424,500 424,500 424,500 424,500	18,172 716,000 716,000 716,000 716,000 716,000 716,000 716,000	8,129 8,000 8,000 8,000 8,000 8,000 8,000 8,000	
NATIONAL LIFE . . . Montpelier, Vt. 1850. G. M. Stolt, Manager.	1846 1845 1844 1843 1842 1841 1840	12,144,839 11,045,076 9,880,656 8,762,431 7,564,149 6,763,845 5,917,165	1,430,864 1,430,714 1,430,714 1,430,714 1,430,714 1,430,714 1,430,714	2,786,594 2,472,701 2,386,814 2,088,248 1,877,678 1,780,472 1,405,069	1,385,047 1,206,697 1,088,644 954,878 948,701 728,304 639,466	233 210 221 310 277 197 124	501,121 443,000 488,500 693,500 711,500 681,500 410,000	17,835 13,880 13,880 23,052 27,404 27,404 13,410	157,000 157,000 157,000 157,000 157,000 157,000 157,000	58,964 57,614 56,562 49,514 39,310 21,020 726,500	2,071,121 2,001,000 1,973,000 1,773,500 1,773,500 1,773,500 1,773,500	15,000 27,000 3,000 23,000 2,963,000 2,963,000 2,963,000
NEW ENGLAND MUTUAL . . . Boston. 1843. H. K. Field, General Agent.	1846 1845 1844 1843 1842 1841 1840	25,307,269 24,276,448 23,115,225 22,026,001 21,046,601 21,015,948 20,582,957	2,141,725 2,050,048 1,927,505 2,328,760 2,142,008 1,904,744 2,482,480	3,008,356 3,079,506 3,048,004 3,021,004 2,916,255 2,801,885 2,698,886	2,665,112 2,828,944 2,906,788 2,514,231 2,573,653 2,512,848 2,254,042	250 268 333 257 243 261 264	632,500 575,000 775,250 730,500 730,500 730,500 730,500	25,487 25,487 32,708 32,708 32,708 32,708 32,708	26,467 26,467 26,467 26,467 26,467 26,467 26,467	6,100,726 5,930,400 6,407,098 6,280,400 5,944,280 5,844,638 5,818,535	90,003 96,743 104,469 96,971 117,318 117,318 124,121	
NEW YORK LIFE . . . New York. 1845. Chas. A. McLean, Manager.	1846 1845 1844 1843 1842 1841 1840	174,791,990 162,011,570 148,700,781 137,499,199 125,947,241 115,063,066 104,415,822	21,028,667 20,249,367 17,025,630 16,801,948 15,141,023 15,069,017 15,654,263	3,318,751 3,111,386 3,048,637 2,940,114 2,856,255 2,757,207 2,122,517	16,703,532 15,665,003 15,038,450 13,995,012 12,957,491 13,279,344 12,121,122	1533 1840 1791 1572 1346 855 781	3,006,670 2,785,000 2,785,000 2,785,000 2,785,000 2,785,000 2,785,000	186,261 186,261 186,261 186,261 186,261 186,261 186,261	325,260 325,260 325,260 325,260 325,260 325,260 325,260	18,394,670 18,394,670 18,394,670 18,394,670 18,394,670 18,394,670 18,394,670	258,608 298,106 386,788 178,596 265,290 265,290 296,374	
NORTHWESTERN MUTUAL . . . Milwaukee, Wis. 1858. Clarence M. Smith, General Agent.	1846 1845 1844 1843 1842 1841 1840	82,902,389 73,324,694 64,012,927 56,225,025 48,808,880 42,338,260 37,107,030	10,513,561 11,466,165 11,260,571 10,436,280 9,783,915 8,516,671 6,682,007	13,576,752 12,758,066 11,921,814 11,804,016 10,117,944 8,922,775 7,347,194	5,984,800 5,151,161 4,504,666 4,504,666 4,161,043 3,623,136 3,542,122	133 210 363 362 394 319 360	681,680 681,680 681,680 681,680 681,680 681,680 681,680	25,497 25,497 25,497 25,497 25,497 25,497 25,497	159,254 159,254 159,254 159,254 159,254 159,254 159,254	6,914,705 6,914,705 6,914,705 6,914,705 6,914,705 6,914,705 6,914,705	80,057 64,762 68,314 59,500 49,500 39,500 63,240	

Condition and Affairs of all Life Insurance Companies Doing Business on the Pacific Coast. Seven Years' General and California Figures Continued.

GENERAL STATEMENT.										CALIFORNIA BUSINESS.			
January 1st.	Admitted Agents.	Surplus.	Insurance in Force.	Premiums.	Paid Policy-holders.	New Policies Written.	Insurance Renewed.	Insurance in Force.	Losses and Damages Paid.				
						No.	Amount.	Premiums.					
PACIFIC MUTUAL.													
1896	2,916,979	221,380	14,258,140	533,965	244,373	473	1,090,500	43,520	6,258,800	291,126	6,298,737		
1895	2,813,824	200,924	14,132,895	537,256	398,543	388	900,240	39,634	6,103,000	292,010	7,353,530		
1894	2,711,424	220,825	13,725,895	524,941	384,863	322	873,500	37,320	6,044,000	290,702	7,119,973		
1893	2,605,514	211,851	13,271,458	517,174	381,876	311	147,186	48,550	5,598,500	292,123	6,746,735		
1892	2,389,043	158,191	12,580,840	495,490	335,305	362	1,084,085	40,933	5,395,000	290,818	6,376,848		
1891	2,298,469	170,766	11,719,296	446,515	343,013	262	647,637	37,362	5,204,000	247,980	6,496,628		
1890	2,147,681	166,958	10,681,100	416,716	298,114	249	696,360	30,860	5,204,000	243,608	6,683,507		
PENNSYLVANIA.													
1896	27,295,452	3,369,730	130,146,317	5,371,134	3,184,563	241	706,000	22,378	2,182,000	70,620	2,808,000		
1895	24,990,060	3,015,855	126,537,075	5,215,903	3,105,873	203	547,500	16,491	1,940,500	74,856	2,197,000		
1894	22,596,698	2,446,926	124,287,718	5,019,273	2,862,362	148	484,000	24,352	1,722,000	57,351	2,209,000		
1893	20,806,692	2,623,636	117,925,418	4,757,172	2,417,367	194	443,300	24,296	1,340,000	47,951	1,983,500		
1892	18,481,384	2,983,636	103,753,521	4,074,563	2,312,043	286	859,000	55,039	1,000,000	31,023	1,048,000		
1891	16,465,438	1,729,910	90,278,701	3,008,191	2,071,460	176	533,300	13,480	925,500	1,000,000	1,030,000		
1890	15,063,494	1,837,301	75,069,580	3,084,592	1,730,047	145	435,000	13,003	261,000	4,003	453,500		
PROVIDENT SAVINGS.													
1896	1,945,573	792,461	81,841,921	2,158,013	1,491,412	307	635,047	10,478	3,285,390	32,107	3,621,007		
1895	1,787,181	826,251	84,025,038	2,153,287	1,405,818	203	620,500	8,037	3,013,103	29,156	3,691,000		
1894	1,423,140	621,165	78,101,434	2,077,727	1,328,798	241	1,025,150	21,979	1,150,505	20,269	2,175,745		
1893	1,225,278	629,063	76,683,241	1,839,918	1,173,498	225	825,000	17,739	1,471,000	13,162	2,293,300		
1892	990,298	406,708	69,676,446	1,165,410	1,105,410	56	255,440	2,049	948,000	9,481	1,105,000		
1891	805,735	354,898	65,131,540	1,312,501	1,055,079	94	575,000	11,483	423,000	8,058	1,098,000		
1890	676,540	329,703	60,954,208	1,343,630	924,746	120	728,000	11,000	2,000	22	730,000		
TRAVELERS.													
1896	20,185,127	2,431,153	87,355,158	2,289,650	1,010,117	81	231,367	6,725	1,011,578	32,038	1,261,945		
1895	17,641,126	2,152,535	81,394,530	2,153,735	1,000,287	66	277,898	3,315	1,010,500	33,646	1,184,578		
1894	16,011,126	2,067,567	77,801,132	2,067,567	942,216	110	265,561	10,311	884,570	38,193	1,244,750		
1893	15,029,021	2,537,650	73,801,132	1,903,023	847,511	103	235,561	10,311	1,053,070	36,340	1,387,500		
1892	13,613,112	2,171,656	61,800,061	1,666,995	767,912	80	230,917	7,890	967,275	32,707	8,819		
1891	12,241,467	2,088,730	53,528,220	1,515,069	767,912	100	242,133	7,142	881,842	30,900	1,126,275		
1890	11,503,230	2,327,023	44,978,949	1,340,404	553,312	103	204,400	6,156	782,933	27,569	953,292		
UNION CENTRAL.													
1896	14,342,153	1,657,127	84,250,278	3,106,672	1,292,278	114	250,000	7,572	608,432	28,644	919,032		
1895	12,715,671	1,508,171	75,211,629	2,659,154	1,241,582	121	222,658	6,085	590,574	26,120	850,432		
1894	10,933,716	1,082,194	70,874,751	2,775,974	1,011,173	74	152,006	5,000	539,572	25,538	752,538		
1893	9,345,892	724,368	64,843,548	2,570,524	810,386	172	133,086	4,363	393,526	829,612	752,538		
1892	7,875,680	487,250	57,256,171	2,347,762	730,810	133	329,277	3,782	386,450	712,727	4,626		
1891	6,614,487	379,829	50,055,701	2,078,384	732,388	137	389,050	3,000	296,500	617,450	4,626		
1890	5,575,497	378,984	44,643,121	2,068,341	650,577	236	380,000	2,387	256,500	761,100	9,209		
DATE BEGAN BUSINESS.													
SAN FRANCISCO REPRESENTATIVE.													
San Francisco, 1898.													
Kilgaur & Beaver, General Agents.													
Hartford, 1866.													
W. W. Haskell, General Agent.													
Cincinnati, 1867.													
J. F. J. Archibald, Manager.													

Surrender Charge in Life Insurance.

There certainly is an equity somewhere in this surrender charge matter, but so far no one seems to have reached it, to the general acceptance. (1) Every one agrees that in going out of the company in advance of the normal termination of his contract a premium-paying member deprives those remaining of the advantage of his promised contribution to future expenses and contingencies, as expressed by the loading on the premiums. (2) And it is probable that the lives remaining may after a time deteriorate and fall below the average, since it must be assumed that impaired lives will not as a rule retire from the company, and thus a loss be incurred for which the persistent members should be compensated. (3) Then it is also conceded that a measurable disadvantage results from the disturbance of investments or from the necessity of keeping a supply of idle money or highly convertible low-interest-bearing assets to meet the calls for cash surrender values.

As a remedy for the first, could not some proportion of the present value of these future loadings (or, what would amount to the same thing, and better preserve a uniformity to all companies,—a small percentage of the present value of the future net premiums receivable according to the state standard) be fixed upon as a just measure of the loss in this respect by his withdrawal? Upon the same basis and in a similar way the loss from the second cause named might also be compensated. As to the third, a percentage upon the reserve is fairly and justly chargeable.

It must be possible to find in the wide and intelligent experience of all the companies of this country some remedy in these or other sources that shall be just to the remaining members and appeal to the sense of fair play in the business community. Already in several of the companies of other states tentative and desultory attempts in this direction have been and are being made, and it seems certain that the evolution now in process will before long bring about conditions that will be recognized as fair and just and of universal acceptance. The mills grind slowly, to be sure, but it must be so in a business of such a stupendous magnitude as that of life insurance to-day. Its whole rise and progress cover scarcely more than a generation of time, and yet it enters into the homes and hopes and fortunes of almost every family in the civilized world.—*Insurance Commissioner Merrill, Mass.*

UNION MUTUAL.	1896	6,771,300	400,112	306,932,148	1,040,240	738,286	245	440,000	11,530	846,000	36,412	1,504,493	16,858
	1895	6,507,336	359,783	30,312,041	980,552	734,284	141	295,003	9,000	714,000	26,712	1,330,161	11,254
Portland, Me.	1894	6,442,524	222,474	35,014,416	904,201	681,060	183	297,500	10,280	714,000	27,571	1,247,076	27,351
	1893	6,428,894	330,516	33,203,485	804,304	605,066	144	198,500	6,031	605,066	26,382	1,130,900	20,556
W. C. Leavitt, Manager.	1892	6,207,555	302,198	30,640,430	800,375	602,800	161	310,000	5,263	602,800	21,405	1,128,461	11,488
	1891	6,203,768	328,808	28,218,754	792,374	526,602	64	154,000	5,019	526,602	22,758	916,162	32,444
	1890	6,137,343	317,516	27,204,606	724,117	540,845	55	126,500	4,620	540,845	19,261	760,745	9,745
WASHINGTON LIFE.	1896	13,655,065	523,294	48,565,749	2,087,794	1,811,501	20	30,157	576	455,780	18,012	531,060	13,313
	1895	13,387,518	506,804	40,628,067	2,105,750	1,460,157	21	26,527	1,601	508,811	19,056	584,618	6,790
New York.	1894	12,581,849	391,324	40,760,521	2,138,468	1,544,141	32	51,145	1,219	511,573	17,492	655,730	33,364
Capital, \$125,000.	1893	12,012,809	401,497	51,561,932	2,225,730	1,542,042	42	73,778	2,780	492,901	18,350	604,801	3,340
J. H. Gray, General Agent	1892	11,400,924	377,404	50,586,622	2,150,814	1,447,000	43	90,374	1,735	478,710	19,062	621,742	17,033
	1891	10,741,809	350,585	48,307,326	2,062,808	1,290,006	26	62,100	1,554	504,700	19,286	604,408	6,469
	1890	10,019,268	348,444	46,304,324	1,975,824	1,270,608	25	57,652	1,688	484,700	17,773	559,222	14,445

Northwestern Mutual Life Insurance Company.

We imagine that it is not generally known that this Milwaukee company is one of the largest insurance companies in the world, ranking fourth in resources and in the amount of insurance in force. It is one of the great financial institutions of the world, as well. Eighty-two millions of assets, nearly seventeen millions of surplus, and three hundred and sixty-five millions of insurance in force, combine to make the Northwestern Mutual a great power in both the life insurance and the financial worlds.

Last year was one of the most prosperous in the history of the company. Large gains were made in assets, surplus, new business and insurance in force. The Northwestern Mutual ranks second in gain in insurance in force.

Here are some of the noteworthy figures in the Northwestern Mutual's annual statement: Assets, \$82,902,389, a gain of nearly \$10,000,000. Surplus, \$16,513,561, a gain of nearly \$2,400,000. Insurance in force, \$364,259,235, a gain of nearly \$24,000,000. New business, \$56,798,291, a gain of \$6,500,000.

The Northwestern Mutual invites attention to its securities, which, being first mortgages on improved real estate, are unfluctuating: its average death rate in ten years, which is less than ten per thousand: its 125 per cent. ratio of assets to liabilities: its 150 per cent. increase of surplus in five years: and to the fact that for twenty-five years the company has printed tables of current cash dividends.

Clarence M. Smith, the general agent for California, is able to report, for the generally unfavorable year 1895, an increase of new business, renewals and insurance in force. The Northwestern Mutual is one of the five companies with seven millions of insurance in force in California.

RECENTLY a new source of danger from fire has arisen, or perhaps I ought to say an old source of danger revived, viz., that of spontaneous combustion of oil skins. On three separate occasions recently have fires occurred in this particular inter-

est stowed on board steamers bound from London to the colonies. The danger attendant upon new methods of applying certain kinds of oils and chemicals in the manufacture of goods is great, and vessels now carry such large cargoes of miscellaneous merchandise that it seems almost necessary to have a chemical expert to decide what is and what is not safe to be carried.—*E. E. Dear.*

Expenses in Life Insurance.

From the annual report of the insurance department of Connecticut, Frederick A. Betts, commissioner, we make the following extract:

The intense competition for new business has not abated during the past year, although some companies have shown sufficient consideration for the rights of old policyholders to allow their volume of business to shrink rather than to pay the enormous expense necessary to maintain it during a period of financial depression. These companies have been rewarded by a proportionate increase in surplus. The fierce competition between companies is fast descending into an unseemly struggle to pull their agents away from each other and twist policyholders from one company into another. The disproportion between commissions for the first year and for renewals is such as to encourage an illegal system of rebating, or to induce the agent to leave the company. The initial expense is such that it takes several years before a new policy pays for the cost of obtaining it in addition to carrying the risk. If, meanwhile, it drops out by death or lapse, other policyholders are made to bear the deficiency.

Each new policyholder should pay with his first year's premium his own initial cost, by some distinctive sum which the public can recognize; and the agent's commission between first and subsequent years should be so nearly equalized as to make it impossible for him to allow rebates on the first year, and to keep him with the company by reason of his renewal interest. The companies seem helpless to carry out any reform measures among

themselves, although frankly admitting the evils alluded to.

The most disastrous exhibition of the effects of these high commissions is upon that class of policies into which the investment feature enters most largely, such as short term endowments. These are offered to the public as profitable investments. No company has any other source of profit than that which comes from interest earnings, the same as a savings bank. Maturity merely determines the period at which the deposits may be withdrawn, and forfeitures or early death simply take from one member and give to another—they in no proper sense increase profits although made to appear to do so, by giving illustrations based on policies which have not lapsed.

The cost of conducting savings banks is about one-quarter of one per cent. on total assets—in life insurance about five and one-half per cent. It would be as much in savings banks if agents were paid 50 per cent. on all first year's deposits, and five per cent. on subsequent deposits. Some of the depositors would even then show a fair rate of interest by aid of forfeitures, after a term of years; but the average depositor would get but little besides his principal returned.

Tontine schemes have served both to increase expenses and to hide the results for many years. They have greatly multiplied misrepresentation and rebating. As a consequence American companies are being driven out of foreign countries for using questionable methods.

There seems to be no adequate reason why dividends should be deferred longer than for five-year periods, and the remedy would seem to be to compel the companies to state each policyholder's interest in the tontine fund upon demand after the first few years. A statement of the aggregate amounts held in tontines has proved to be a failure as a remedy. The companies claim the right to use these vast tontine accumulations at will, and draw their contracts accordingly, hence they are not chargeable as liabilities which must be returned to the policyholders.

A new method of meeting initial expenses without disclosing the fact to the policyholder is being introduced, by making the first year's insurance, by some adroit clause in the contract, mere term insurance which carries no reserve. The insured, who seldom reads his policy, and is unacquainted with technical terms, or their mathematical effects, and merely perceiving that he has to pay the same sum each year, overlooks the fact that the policy is diminished in value by about one-half of the first year's payment. This is, however, as far as being a method of taking care of initial expenses is concerned, an improvement over the present method of borrowing the deficiency in first premiums from surplus belonging to other policyholders, in so far as it makes the new entrant pay his own way. It would be still better and fairer to charge an extra premium to cover initial expenses without interfering with the character of the insurance for the first year.

Employers' Liability Assurance Corporation.

The report for the year 1895 of the Employers' Liability Assurance Corporation bears internal evidence of satisfactory progress, and, more than this, of the moment having arrived when the corporation can profit by its unique experience in the past. The reports for the past three years show that between 1893 and 1894 the income remained practically stationary, whilst the outgo in the latter year was some £8,000 more than in 1893. The result was that whilst the interest on investments was sufficient to pay the 7½ per cent. dividend, yet there were practically no profits on the trading. But in 1895 there was a marked change for the better. The income has increased by some £42,000, whilst the outgo has only increased by £22,000, the result being that there is a surplus on the year of some £20,000 over and above the interest on investments. This naturally enables the corporation to pay a dividend of 7½ per cent.—the same as last year—whilst carrying forward an increased balance of some £20,000. It must not be overlooked that a

balance of £174,000 is carried forward as a general balance to the revenue account, and that the paid-up capital and the reserves together amount to more than the annual income of the corporation—this not taking into account the £600,000 subscribed but not paid up.

It must also not be overlooked in any observations that may be made on the accounts of the Employers' Liability Assurance Corporation that its experience is all its own. It has been a pioneer, and on its road to prosperity it has had to cut its own way through the forests of inexperience. It has, in fact, had to create business, estimate its risks, and profit by the same all in the space of but a few years.—*The Review*, London.

The Employers' Liability has \$2,226,535 assets, of which \$750,000 is paid-up capital. The American branch has \$1,075,912 assets invested in this country, and of this sum, \$368,571 is surplus. Business increased greatly last year. Okell, Donnell & Co. are managers for the Pacific Coast.

Gross Rate of Interest.

The Connecticut insurance report prints the following table of interest rate on the mean assets of life insurance companies in the last twenty-one years:

1895 4.46	1883 5.23
1894 4.61	1882 5.37
1893 4.73	1881 5.46
1892 4.79	1880 5.62
1891 5.00	1879 5.70
1890 5.03	1878 5.84
1889 5.03	1877 5.97
1887 5.13	1876 6.13
1886 5.15	1875 6.24
1885 5.16	1874 6.26
1884 5.17	

FIRE ITEMS.—Wm. N. Kremer has been appointed secretary of the German-American. He has been a general agent of the company for the past ten years, and his success in the Middle States department has been extraordinary.—Two hundred and thirteen arson-conviction rewards were offered by the National

Board last year. The average conviction is one out of eighteen reward offers.

Chimney Fire.

The Massachusetts supreme court holds that damage by smoke from a fire confined in a chimney place is covered by the standard form of policy of that state. A fire in a chimney, said the court, should be considered a hostile fire: but a distinction was made in case the fire were kindled for the purpose of burning out the soot.

The Coast Review Insurance Chart.

The chart for 1896, just from the press, is the best ever issued by Publisher Edwards. Several new features add considerably to its value. The contents are as follows:

Five years' fire office figures, including Pacific Coast figures. Home office figures of twenty out of thirty-three foreign companies. Seven years' figures of California companies.

United States branch figures of companies not filing home office statement.

Summary of Pacific Coast fire business in 1895. Coast fire business by states in 1895.

Pacific Coast fire general agency business in 1895, with several years' general and San Francisco totals.

Digest of fire insurance laws of Coast and Mountain states.

United States fire business and fire losses. California and Coast marine business.

Retired fire insurance companies.

Coast insurance commissioners and dates when Coast legislatures meet.

Underwriters' associations in San Francisco, with officers.

Tables of short rates.

Life and miscellaneous statistics.

In the cases of the London, Svea and other foreign offices the "other expenditures" include some of the expenses of the life department which we are unable to eliminate. The expense ratios are therefore omitted. In other companies these ratios are extremely low because the proportion of marine business is extremely large.

Taken altogether, the Chart presents a mass of statistics which can not be found in any other Chart, and which the Pacific

Coast and Rocky Mountain local agents will have frequent occasion to use.

A Methodist Mutual.

At the recent Methodist general conference in Cleveland, O., it was resolved to organize an immense church insurance company, "to compete with the great companies of the world," the press dispatch says. Level-headed, well informed members of the conference opposed this undertaking as visionary and likely to lead to embarrassment or worse. "The whole scheme," said one sensible man, "will wind up with a scandal which will shake the very foundations of the Methodist church."

From the meager reports of this speculative scheme—adopted, by the way, "with great enthusiasm"—we do not learn that anybody presented any statistics, nor, indeed, that the conference asked for any. Extracts from the COAST REVIEW, on the subject of church insurance, showing the unprofitable character of the business, might have been read with advantage to a body of men of the opinion that their own church properties would ignite as easily and burn as freely, and be as liable to lightning's stroke, as the church buildings of other denominations.

Following the lead of the Salvation Army in England, the Methodists of this country, if the newspapers correctly report the conference, will "compete with the great companies of the world" for risks of all kinds. An enemy of the Methodist church could wish it no greater ill. The best managed insurance companies only too often fail, and a great Methodist fire mutual, handicapped by incompetent management, would be almost certain to fail disastrously, and scandalize the entire church.

THE manager of one of the large French life insurance companies (says *Weekly Statement*), in speaking of the expedients used to carry on the business and settle losses during the Franco-Prussian war and subsequent siege of Paris, stated that

it was necessary to deposit funds in several large provincial towns for the purpose of paying annuities to its clients. When these funds were exhausted remittances were made from Paris, then besieged by the German army, by means of balloons. The integrity of the management was thus maintained and all claims promptly met.

New York Fire Lloyds.

The Lloyds associations cannot be expected to pay losses in states where they have no right to do business. If they will cheat the law they will cheat the assured. As a matter of fact, they very generally do not pay. Here is an illustration:

At Allegheny City a box company was damaged by fire November 8, 1894, to the amount of \$8,000. Twelve companies licensed to do business in the Commonwealth promptly paid their shares of the losses, but the New York and Brooklyn Lloyds, doing business illegally, refused to settle its share \$1,107, and the loser is now trying to get it by suit, an expensive business, in a United States district court, each subscriber to the Lloyds having to be sued separately.—*Penn. Ins. Rep.*

Our X Rays.

The *Standard* of Boston has become a very newsy weekly.

The *Insurance Herald* bids a glad farewell to type-setting machines.

That Nast's hand has not lost its old time cunning is shown by his cartoons in *Insurance Observer*.

And yet, Mr. *Weekly Underwriter*, the COAST REVIEW was right, after all. Coast insurance news in Eastern prints is nearly always unreliable.

The *Chronicle* of New York does not discuss Pacific Coast affairs from a well informed point of view. But then neither does any Eastern insurance paper.

A contemporary cruelly refers to "the \$1600 contract" for that Mutual Reserve Fund ad. in *Insurance*. Who says that that association has not money to burn? And that the Lloyds have?

Covenant Mutual Life Insurance Company.

This old and well established Missouri life office, which has hitherto confined its business to a narrow home field, has lately undergone a reorganization, as regards management, and will enlarge the field of its operations. The new manager, Vice-President L. A. Cerf, well known to many of our readers as a very successful life insurance manager and solicitor on the Pacific Coast and in the Southwest and elsewhere, has assumed the duties of his new position with characteristic vim.

The Covenant Mutual is now prepared to do business in all the healthy portions of the United States, and will consider propositions for managers' contracts in the various states. Here is a good opportunity for capable and ambitious readers of the *COAST REVIEW*. The company will give to the right parties very liberal brokerages and renewals for a term of years.

Under the new management the Covenant Mutual will not be found wanting in the push and liberality, as to methods and policy conditions, which make so largely for the success of agents. The new policy forms are abreast of the progress of the day, and in simplicity, non-forfeiture, loans and guarantees leave nothing for the agent to desire.

Communications should be addressed to Vice-President Cerf at St. Louis.

The Ætna-Betts Controversy.

The two departments of the Ætna Life—stock and mutual—have led to a "misunderstanding" with the insurance department of Connecticut. Commissioner Betts, or the power behind his throne, has taken the matter into court, and asks for a transfer of reserves to the mutual department. Such a transfer would increase the dividends of the policyholders somewhat, and diminish those of the stockholders. In any event, the company itself is in no wise affected. President Bulkeley of the Ætna says the suit is an outrage, and that the company will fight it to the end. "We have made our contracts with our policyholders and we shall

keep them," said the president to an interviewer. "This matter was settled to the satisfaction of the legislature many years ago." It is rumored that this little affair has been inspired by another Hartford company.

Life Insurance in the Eighteenth Century.

Very different were the examinations of applicants for life insurance in the last century, compared with the medical examinations of the present time. The man who seemed well was accepted, and if he had not had the small-pox or had had the gout an extra premium was charged. The following quotation from a book of instructions to agents at the close of the last century will be read with interest by the layman as well as by the professional man:

The Life to be assured must appear at the office, or to one of the Company's Agents. A slight or casual sight of a Person is not deemed an Appearance; but such only as is made for the express purpose of declaring present and general Health. All Persons giving Orders for any Life Insurance shall deposit 7s. 6d., which charge is to be returned, in case the Proposal is not agreed to by the Company, but if the Party afterwards decline to make, or neglect to complete the Assurance, for one Calendar-Month, then the said Deposit to be forfeited. No Policy is to be delivered on any Account, until the Premium is paid. When the Person whose Life is proposed to be assured does not appear at the Office, or to one of the Company's Agents, satisfactory Proofs of the Health of the Party must be produced; and in that Case, the following Fine for non-appearance will be charged in the first Payment only: 10s. per Cent. on Assurances for one year, 15s. per Cent. for more than one, and not exceeding seven years, 20s. per Cent. if for more than seven Years. £10 per Annum, on the Premium, will be taken in addition, unless it be certified that the Life to be assured has not been afflicted with the Gout. 2s. 6d. per Annum, on the Sum assured, will be taken in addition, where

the Life assured is not warranted to have had the Small-Pox or *Cow Pock*. [Last three words written.] Special rates, "not to be printed," on advanced ages, from 68 to 75, ranged from \$60 per \$1,000 for one year for the former age to \$105 for the latter age. Military premiums were £1 5s. per cent. per annum extra; but for home guards the extra charge was only 10s. per cent. Naval premiums were £2 per cent. extra within the limits of Europe, and £5, per cent. extra, without limitation as to climate or station.

A Paris Swindle.

An Eastern magazine, which entertains its readers occasionally with some story with the rich flavor of a very old chest-nut, prints the following:

A short time ago two distinguished-looking Frenchmen called at the store of a well-known jeweler not a hundred yards from the Grand Hotel, and one of them said that his friend had just come into a very large fortune and desired to invest a portion of it in some such business as that of the gentlemen to whom he was speaking. The jeweler had no particular desire to sell out his business, but finally agreed to take this young prince as a silent partner, upon conditions which he considered advantageous to himself. The two distinguished Frenchmen left, apparently delighted with the arrangement they had made. The next day they returned and informed the jeweler that one little formality was necessary in order that the mother of the youth who had inherited the fortune should consent to her son's disposing of the money. The jeweler must insure his life for five hundred thousand francs. This he did not object to, especially as his newly found associate offered to bear half the cost of the premium. There was no restriction as to the office in which he was to insure. The policy was made out, the premium paid, and he waited in vain for the arrival of the young heir. Finally, when a month had gone by and he had heard no more of the two distinguished foreigners, he went to the insurance company and asked them to

cancel the policy, as he had now no use for it.

"Very sorry, sir," replied the director of the company, "but we cannot do that, as we paid the commission upon the policy to the gentleman who procured us the business."

"But nobody procured you the business; I came directly to you of my own accord, because I had heard of your office as a respectable one."

"That may be, sir," replied the director, but five minutes before your first visit a distinguished-looking gentleman came in and told me you were coming to insure your life upon his recommendation. As what he said was fulfilled, we believed him, and paid him the commission."

The jeweler now understood why he had to insure his life, and also why he had not again seen his distinguished-looking would-be silent partner.

London & Lancashire Fire.

To describe the report of the London and Lancashire Fire Insurance Company for the year 1895 as the best ever issued by the company would, in view of the striking success that has attended the operations of the company in the past, be exceedingly high praise. Nevertheless the report, when examined, appears to fully merit this description. It is not complicated, or the true results at all obscured, by purchases of business, new issues of shares, unusual items of income and expenditure, or a large increase or decrease of premium income; the revenue account balance shows as nearly as it is possible for a fire insurance report to do the actual profit on the year's work. The net premium income showed a slight increase, rising from, £846,214 to £847,094. There has no doubt been during the year much revision and declining of business, and also a considerable natural growth, the net result of which is to leave the premium income practically stationary at a figure which has only been exceeded twice in the whole history of the company. The net losses for the year, including full estimates for such as were not adjusted at the closing

of the books, amounted to £450,534, or the very low ratio, for a world-wide business, of 53.1 per cent. This is the lowest loss ratio that the company has experienced since the year 1888, when the net premium income, £584,077, was nearly £300,000 less than at the present time.—*London Insurance Observer*.

\$40,624,012 Surplus.

The Equitable Life Assurance Society's advertisement in this issue is better in one respect at least than that appearing in the COAST REVIEW for May. There are big figures in such abundance in America that "\$40,624,012" does not attract a great deal of attention—certainly nothing like as much as "\$200,000,000" would, the amount of the Equitable's assets. But "\$40,624,012 surplus" arrests attention. It is a tremendous thing! A record unequalled in the financial world, we believe this surplus of the Equitable's; and the managers do well to make so much out of its display as legitimately belongs to the possession of such a volume of surplus funds. It is undoubtedly an element of great strength, showing the possession of over \$1.25 for every \$1 of liabilities.

The Equitable, in this new ad., presents a new catch line, to wit: "The record of the past is the best guarantee of the future." It is worth thinking over.

Paris Firemen Stopped by Red Tape.

At a recent suburban fire the Paris firemen arrived too late because they became entangled in official "red tape." It was in this way, according to the *Soir*: Upon the arrival of the firemen at the Porte Maillot they dared not pass through the gate without a special authorization from the prefecture of police!

As soon as the fire engine, fire-escapes and all the necessary apparatus had arrived at the Porte Maillot the men stopped within a few yards of the fire and watched the flames, which was commencing to burn the trees of the Bois de Boulogne. For twenty-five minutes they remained at this place until they had received permis-

sion from the prefecture of police to pass through the gates.

Upon their arrival it was then found that the Paris hose would not fit on to the Neuilly fire plugs, and further delay was caused. Finally the hose had to be attached to the plugs near the Cafe de l'Esperance before water could be obtained. By this time the two buildings had been burned to ashes.

The Old Man's Judgment.

An old business man said to us that he favored long term endowment insurance for young men, with "eggs in more than one basket," because while he had found it comparatively easy to make money, once made he had to defend his money "with a shot gun" from all sorts of men with designs on his "pile." He himself had weakened too often, and yielded; and he therefore advised young men to put some of their savings in endowment insurance, and thus place it beyond the designs of crafty men with taking schemes. "These young men," he said, "will not only have insurance meantime, but when they collect the money twenty or thirty years hence they will be too hard-headed to throw the principal away in speculations."

Extracts from Company Papers.

Checks dated ahead are neither cash nor a good promise to pay.

In playing whist, the rule is when in doubt, trump and take the trick: but in fire insurance, when in doubt, cancel and reject the risk.

The question was asked: "Is there a stove in the building?" Answer: "Yes." Question: "What is under the stove?" Answer: "The legs." This reminds us of the answer of an applicant for an agency. To the question as to what was depended on to extinguish fires, he replied: "We generally stomp it out or smother it."

An agent who has even horse sense ought to be able to say neigh.

A tramp abroad on a pleasant morning for health is better than two of them lodging in an over-insured barn.

A young man who was all ablaze with passion for his employer's daughter was promptly put out by her father.

Better to have one hand on the risk which expires to-day than both eyes on several expiring to-morrow.

Never judge a man by his apparel as set forth in his proof of loss: look over his wife's list first.

Never threaten to take a risk from your competitor: if you are going to do it, beg his pardon afterwards.

The commission on the policy you write to-day is more certain than on those you expect to write next week.—*Now and Then.*

There seems to be an impression among agents that the more costly a dwelling, the more desirable it is as a fire insurance risk. This is a serious mistake. As a rule an expensive dwelling is a very dangerous risk to insure. From the physical hazard standpoint, a very large dwelling partakes somewhat of the nature of a hotel, in having a number of vacant rooms, which are seldom entered, being left largely to the care of irresponsible servants. But the moral hazard is the more important feature by far in such risks, and the vital question to consider is whether they are, or are likely to become, white elephants on the owners' hands. This depends largely upon the location of the risk and the financial standing of the owner. In the larger cities a valuable dwelling, owned by a man of wealth, who can afford to maintain it, and situated where it may be sold without sacrifice, may be all right; but in the smaller cities there is no sale for such dwellings, and when the owner gets into financial straits, as most men do at some period of their lives, he finds that he has a large amount of money tied up in a piece of property, on which there is no earthly chance of realizing. When a dwelling of this kind becomes mortgaged, it should not be insured under any circumstances, for no man can afford to run in debt for the purpose of making an ostentatious display of wealth which does not exist. Neither should dwellings of exceptional value be

insured when vacant or rented out to tenants, for they cannot be rented for anything like a fair return on the investment. A man's home should fit his surroundings and financial condition, and while it should be, in the words of the poet, "the dearest spot on earth" to him, it should not become the dearest spot on earth to the company which insures it, as a misfit home is likely to become in the end. *Oriflamme.*

The Scottish Union and National Insurance Co.

The short report of the Scottish Union and National for the year 1895 shows the business to be satisfactorily progressing. Little can be said where there is nothing much to say, and the brevity of the report of an insurance company is sometimes the best evidence it can give that all is well with it.

In the fire department a very satisfactory year's business was done. The net amount of premium received (after deducting reassurances) was £528,904. The losses amounted to £295,793, and the total outgo for management was £166,816, of which £88,832 was paid for commission, and £77,983 for other expenses of management, leaving a net profit balance of £66,295, in addition to the interest earned by the fire premium reserve. This last item has been raised from £205,000 to £255,000.

The total unappropriated balance at the end of the year was £121,036. It is clear that in its 73rd year the Scottish Union and National shows no sign of failing vigor.—*The Finance Chronicle.*

—An Oriental Policyholder.—The gentleman's name is Ye Cha Yun. Conformably to the methods of the East, which are usually the reverse of those of the West, the surname in this instance is the first in order, and the gentleman would be known here as Mr. Ye. He was formerly a much respected member of the American Legation from Korea, at Washington. He was insured by our representative in that city, Mr. Frank K. Raymond. When the application was written and Mr. Ye was asked his age he answered 10,958 days. For his father's

age he answered, approximately, 24,747, and for his mother's, 20,897 days. This method of designating the age seems very strange to the occidental mind, but it is evidently due to the fact that the Korean calendar has never been adjusted by the intercalary system, so that the reckonings can be accurately made in years.—*Union Central Advertiser*.

The Lancashire Insurance Company.

The annual statement of the home office, made at the recent meeting of the shareholders, is a decided improvement. The business has been carefully revised, and the bad effects of some undesirable business taken over in bulk are no longer felt. The fire reserves have been increased by the addition of \$200,000, though this was done, and wisely too, by a reduction of the dividend to the proprietors. The new manager, Mr. Digby Johnson, comes in for a deserved share of praise for his firmness in this respect. Under his management, since the middle of 1893, the reserves, or funds exclusive of capital, have advanced from \$840,000 to \$1,305,000.

The revision of the Lancashire's business reduced the premium receipts, but it also reduced the loss ratio; but again, under favorable conditions, the premium income is advancing. Last year the fire premiums totaled \$3,662,725, which is a slight gain. The losses were less than 60 per cent. of the premiums. The assets are \$8,050,545.

The United States branch makes a better showing also, with gain in assets, surplus and premiums, and reductions in loss and expense ratio. The Lancashire has \$2,307,856 invested in this country, and \$770,041 of this is surplus.

Managers Mann & Wilson have the Lancashire in charge in this field, and in so unfavorable a year as 1895 they are able to report a loss ratio as low as 39 per cent. and an advance of Coast premiums from \$137,667 to \$182,480. The Lancashire under the management of these gentlemen has always made money in this field.

WE KNOW that too often the thing that we have regarded as impossible has

turned out to be a startling possibility. Have we not frequently seen a phthisical man outlive his sound and healthy fellows: a tumble-down shanty decline to burn, and eventually be pulled down to make way for better edifices: an antiquated tub time after time prowling to her destination: and, on the other hand, we know of such things as total losses on steamers, practically unburnable risks being severely damaged by fire, a sound healthy life being cut short by sheer accident or chance. Knowing these things, can we wonder at the sedate Mahomedan's reply, "Kismet" (it is fate), to urgent appeals to insure? Can we think he is far wrong when classing insurance and gambling under the same category?—*A. C. Trapp*.

Probably They Do Charge Too Much.

At the recent fire in Boston many bicycles were burned. The Pope Mfg. Co., in their claim, stated that the cost of a bicycle—presumably high grade—was \$33. Which moves the learned Baltimore *Underwriter* to say that "the exorbitant price exacted by that company for its machines has been exposed by the adjustment of the loss." "Shamefully exorbitant," repeats the good Doctor Bombaugh. Well, "for all the world!" how much this is like a country editor discussing fire insurance. "What an outrage! How shamefully exorbitant!" laments the bucolic editor, speaking of fire insurance rates. "The losses are only 50 per cent. of the 100 cents charged!" "A profit of 50 cents or 100 per cent. is extortionate!" says the country editor, and when he says it, ignoring rents, commissions, interest, etc., the Baltimore city editor holds him up to well merited scorn; and yet when the *Underwriter* man himself discusses something out of his line he is equally thoughtless, likewise ignoring commissions, rents, interest, insurance, advertising, clerk hire, and losses on old style goods. Fess up, doctor!

THE Guarantors, of Philadelphia, it is rumored, needs and will receive an official examination.

Fire Insurance Business in Idaho in 1895

<i>Companies.</i>	<i>Premiums.</i>	<i>Losses.</i>
Aetna	\$ 6,376	\$ 881
American, Newark	1,301	300
American Central	565	1,110
American Fire, New York	1,225	100
American Fire, Philadelphia	1,221	2,088
Atlas	5,275	770
British America	1,864	471
Caledonian	471	674
Connecticut Fire	1,862	100
Equitable Providence	8,123	205
Fire Association	2,238	40
Fireman's Fund	422	988
German-American	4,110	1,300
Girard	7,375	2,469
Greenwich	9,926	772
Hamburg-Bremen	4,012	568
Hartford Fire	809	543
Home, New York	3,373	969
Home Mutual	2,143	2,510
Imperial	12,911	6,305
Insurance Co. State of Penn.	1,226	4,484
Insurance Co. of North America	6,203	293
Lancashire	2,341	471
Liverpool & London & Globe	8,245	2,051
Lion Fire	5,101	1,018
London & Lancashire	3,313	532
London Assurance	2,310	293
Merchants, Providence	67	913
Manchester	3,895	1,250
National, Hartford	53	1,009
North British & Mercantile	8,660	301
Northern	941	5,540
North German	5,254	2,469
Norwich Union	9,700	286
Orient	1,776	3,009
Palatine	380	35
Pennsylvania	1,551	913
Phenix, Brooklyn	3,895	1,032
Phoenix, Hartford	1,032	131
Phoenix, London	1,300	246
Providence-Washington	1,392	400
Queen	176	50
Royal	1,628	50
Royal Exchange	1,628	50
Scottish Union & National	1,628	50
Springfield	1,628	50
Sun, London	1,628	50
Transatlantic	1,628	50
Union, London	1,628	50
Western, Toronto	1,628	50

Totals, 1895 \$147,910 \$6,561

Average loss ratio 31.4. Compiled by *Weekly Underwriter*.

Fire Insurance Business in Arizona in 1895.

<i>Companies.</i>	<i>Premiums.</i>	<i>Losses.</i>
Aetna	\$ 7,771	\$ 161
American, Newark	417	3
American Fire, New York	111	991
American Fire, Philadelphia	931	130
Atlas	3,660	153
Caledonian	1,421	17
Commercial Union	2,828	197
Connecticut Fire	686	312
Equitable, Providence	1,817	1,505
Fire Association	1,191	1,329
Fireman's Fund	9,477	470
German-American	1,039	277
Greenwich	277	63
Hamburg-Bremen	1,381	1,066
Hartford Fire	7,087	4,063
Home, New York	11,085	662
Home Mutual	820	2,049
Imperial	1,876	1,000
Ins. Co. of North America	3,871	397
Insurance Company State of Pa.	1,026	2
Lion Fire	1,531	663
Liverpool & London & Globe	7,917	2,561
London & Lancashire	5,051	379
Manchester Fire	2,959	197
National Fire, Hartford	680	1,203
North British	6,535	583
Norwich Union	1,592	1,124
Orient	1,124	51
Palatine	1,700	1,296
Pennsylvania Fire	2,392	1,494
Phenix, Brooklyn	702	4,063
Phoenix, Hartford	2,585	61
Phoenix, London	10,819	21
Providence-Washington	1,443	9
Prussian National	775	325
Queen	411	707
Royal	1,124	971
Royal Exchange	1,047	97
Scottish Union	3,236	2,620
Springfield	971	279
Sun	1,845	1,767
Svea	1,713	246
Transatlantic	279	700
Union, London	1,767	700
Western, Toronto	246	700

Totals, 1895 \$119,210 \$31,600

Average loss ratio in 1895, 26.5 per cent. Compiled by *Weekly Underwriter*.

PROF. Wm. P. Steward of the Mutual Life is in Europe on a six-months' vacation.

Provident Savings Life Assurance Society.

TWENTY-FIRST ANNUAL STATEMENT \$165 ASSETS TO EACH \$100 LIABILITIES = ASSETS NOW \$2,000,000 GAINS IN ASSETS AND INCOME.

In a summary of its annual statement, printed elsewhere, the Provident Savings Life Assurance Society of New York announces that it has desirable openings for three first-class general and two first-class special agents. The society offers some good-selling policies, and active, capable men can make money for themselves as agents.

The Provident Savings makes some strong points for itself in its literature. It has an extraordinary proportion of assets to liabilities, and it offers a variety of liberal policies well calculated to meet the wants of every class in life.

The Provident Savings now has, in round numbers, \$2,000,000 assets, of which amount the handsome sum of \$780,531 is surplus. The income last year was \$2,273,533, and the amount paid policyholders was \$1,506,412. It is a record of great good accomplished, these many dollars distributed among beneficiaries.

On the Pacific Coast, under the management of G. C. Pratt, the Provident Savings transacted an increased amount of business and incurred a reduced amount of losses. In California, as well, more new policies for a greater amount of insurance, bringing in more premiums, was written in 1895, compared with the previous year. Since 1890 the insurance in force in the society in this state has advanced from \$730,000 to \$4,000,000.

Just a Sample Fire Mutual.

In the examination of the Milton Mutual Fire Insurance Company, which disclosed its insolvency, it was found that a contract had been made with a Philadelphia broker to pay him a commission of over thirty-two per cent. on all business. Insurance was written on policies assessable for the amount of three annual premiums or for cash, the first premium being for the same amount. Here was an inequality at once. One policy was placed by the

broker on a \$2,500 risk at one per cent., or \$25 cash premium. Deducting his commission, the company had less than \$17, but the broker reinsured \$1,000 of the risk in an illegal company at \$10, which left the Milton company \$7 for \$1,500 insurance. A reinsurance of another thousand would have left the Milton company \$500 of insurance and paying for the privilege. The secretary said he had expected the company to fail, but had hoped it would last longer than it did.—*Penn. Ins. Rep.*

Ancient Fire Engines.

The oldest fire engine in England is at Dunstable, bearing the date 1570. At Hereford is one of the Vaude Heide's fire engines that was presented to that city A. D. 1670 by P. Foley, Esq., M. P. References to fire engines are found in very early times. In an illustrated sixth century Latin manuscript of the "Spiritalia" of Hero of Alexandria, who lived 200 years before the Christian era, is delineated the Egyptian fire engine of the author's time, with its double force pump, valves, lever arms, goose neck, and probably, too, its "air chamber." In 1866 an act of Parliament was passed requiring a "large-sized brass syringe" to be kept in each ward of the city of London, and to be worked by the respective Aldermen. The London Gazette of August 15, 1676, refers to "letters patent granted to Mr. Wharton and Mr. Stroud," for a new invention for quenching fire with a machine with leather pipes to carry a great quantity of water in a continuous stream to the top of the house, which was proved in the great fire at Southwark.—*London Tid-Bits.*

THE *Mutual Underwriter* says of the Holmes hanging—or "execution," as the newspapers say: "The body was encased in cement, and everything that would possibly assist in holding this once restless spirit was employed." This rare bit of information must be consoling to life insurance managers. Now, on the authority of our Rochester "ex," they need not fear that a reincarnated Holmes will reappear to begin again his work of mur-

der and fraud. His "restless spirit" is encased in cement, and everybody knows that cement will hold a "spirit" until the "last day."

Fire Insurance Business in Montana in 1895.

<i>Companies.</i>	<i>Premiums.</i>	<i>Losses.</i>
Aachen & Munich	\$ 1,259	...
American, Newark	5,182	709
American, Philadelphia	6,413	1,438
American Central	96,979	2,385
Atlas	19,067	4,187
Etna	23,017	9,871
Alliance Assurance	8,684	1,034
British America	6,915	1,191
Caledonian	15,414	1,661
Commercial Union	17,427	1,195
Continental	17,886	15,766
Connecticut	8,123	2,105
Fire Association	10,173	1,380
Fireman's Fund	30,971	6,700
Franklin	1,101	1,788
Firemen's, Baltimore	369	...
German-American	10,553	128
Greenwich	2,801	48
Hamburg-Bremen	8,668	6,142
Hanover	4,332	377
Home Mutual	10,305	4,101
Home, New York	21,593	7,798
Htfd. & N. Y. Und.	36,533	7,937
Ins. Co. of North America	10,718	4,004
Imperial	10,993	1,087
Lancashire	11,053	3,205
Liv. & Lon. & Globe	36,732	39,659
London & Lancashire	18,660	9,019
Lion	7,795	602
Manchester	16,089	3,100
Milwaukee Mechanics	3,617	275
Mudburg	3,638	3,955
National, Hartford	15,997	7,614
Norwich Union	5,982	1,396
Northern Assurance	4,997	2,351
North British	13,117	3,885
Niagara	3,117	1,880
North German	5,401	2,326
Orient	6,691	3,754
Palatine	4,755	7,653
Prussian National	3,449	1,457
Phoenix, Hartford	24,593	7,855
Phoenix, London	13,680	12,719
Phoenix, Brooklyn	14,380	2,822
Pennsylvania	6,895	1,055
Prov-Washington	4,289	757
Queen	7,481	708
Royal	24,925	6,709
Royal Exchange	4,913	...

Springfield	14,558	3,511
Svea . . . . .	...	...
St. Paul	5,312	1,106
Scottish Union	11,732	4,692
Sun, London	9,048	2,365
Traders	4,550	1,868
Transatlantic	9,379	2,316
Union Assurance	11,938	7,268
Western Assurance	5,666	875
Westchester	5,248	783
Totals, 1895	1,632,168	\$211,210

Average loss ratio, 36.6 per cent.

Fire Insurance Business in Alaska in 1895.

<i>Companies.</i>	<i>Premiums.</i>	<i>Losses.</i>
Etna	\$ 2,156	\$ 36
American, Newark	638	...
American Fire, Philadelphia	966	...
Atlas	455	...
Connecticut Fire	936	...
Equitable	205	9
Fireman's Fund	6,138	98
German-American	1,346	...
Hamburg-Bremen	1,166	...
Hartford Fire	564	...
Home, New York	939	...
Home Mutual	982	...
Ins. Co. of North America	450	...
Insurance Co. State of Penn.	38	...
London & Lancashire	445	...
Manchester Fire	1,959	...
Merchants, Providence	205	9
North German	272	...
Norwich Union	983	18
Orient	242	...
Pennsylvania Fire	692	...
Phenix, Brooklyn	996	...
Phoenix, Hartford	939	...
Phoenix, London	658	...
Providence-Washington	230	...
Queen	1,534	...
Royal	983	18
Royal Exchange	805	...
Scottish Union & National	599	...
Sun, London	1,253	...
Svea	818	...
Transatlantic	256	1,724
Union, London	235	...
Totals, 1895	\$31,657	\$1,912

Average loss ratio, 1895, .06.0 per cent. Compiled by *Weekly Underwriter*.

The Phenix of Brooklyn.

The management of the Phenix Insurance Company has reconsidered the original resolution to transact a business in the Coast field through the Western department at Chicago. It takes the wiser course of reinsuring its Coast business, farm risks excepted. The latter will be allowed to run off the books. With this exception, all the business of the Phenix in California, Oregon, Washington, British Columbia, Idaho, Nevada, Arizona and Hawaii has been reinsured in the Pennsylvania Fire Insurance Co. R. W. Osborn, superintendent of agencies of the Pennsylvania Fire, has been appointed agent and attorney of the Phenix for the disposal of its farm business in the territory named. He will attend to the adjustment and payment of losses under farm policies in the Phenix.

The Phenix does not retire from Utah and Montana, hitherto reporting to San Francisco. These states, as already announced, have been added to the Western department at Chicago. John C. Mooney, special agent at Denver, will look after the newly added territory.

The Phenix makes an improved showing in its annual statement. Premiums declined, it is true, but this was the general experience of fire offices in this country. The Phenix is able to report a reduced loss ratio and an increase of 50 per cent. in net surplus. The net surplus is \$615,581, against \$435,401 the year before. The policyholders' surplus is \$1,615,581.

Missing Australian Coal-Laden Ships.

The following is a return of coal-laden vessels which have sailed from Newcastle for ports beyond Australia, or New Zealand, since the 1st of May, 1880, and reported missing, wrecked, or otherwise lost: None in 1880 or 1881. In 1882, Sirocco, supposed to have foundered with 20 hands. In 1883, none. In 1884, India, foundered with 18 hands: in 1885 and 1886, none. In 1887, the Lizzie Iredale, supposed lost, with 15 hands. In 1888, none. In 1889, Niagara, supposed lost, with seven hands; Lucknow, missing, with 17

hands; the Suakim, supposed lost, with 24 hands; the County of Carnarvon, with 22 hands. In 1890, the Hawarden Castle, with 23 hands; the Ferndale, with 22 hands; Theophane, with 27 hands; all reported missing. In 1891, none. In 1892, the Osman Pasha, with 12 hands; the Friars Craig, with 24 hands; the Minnie Young, with 6 hands; the Colwyn, with 19 hands; were reported missing. The King James was burnt at sea, the crew of 32 hands saved. In 1893 the Lamona was missing, with 21 hands; the Gowanburn is supposed to have been wrecked off the New Zealand coast, with 31 hands; the Govan foundered, 21 saved; the Woolton was missing, with 26 hands. In 1894 the Colintrave was missing, with 27 hands; the Nicoya was wrecked, and the crew saved (12 hands.) In 1895 the Cumbraie was reported missing, with 23 hands. In 1895, the Florence, on the 2nd January; the Lady Laurence, on the 9th September, with 27 hands; the Menai, on the 23rd, with 22 hands; the Noddleburn, on the 23rd, with 17 hands.

In addition, two more ships have returned to Sydney with coal cargo on fire. These losses, and the fact of several vessels discharging there getting on fire, are having searching consideration of the marine underwriters. It is considered that the coal has been heated whilst in trucks awaiting shipment, especially during the recent excessively hot summer, and that it is broken up into swales and dust by the height from which it is shot in the ships. These points, and defective ventilation, seem to be the roots of the danger.

Marine underwriters are interested in an attempt to recover gold from the Catterhun. If the experiment is successful, the possibility of divers working at a depth of 180 feet below the surface in stormy seas will be demonstrated.

COMMISSIONER BETTS of Connecticut adopts the term "fixed premiums" in his annual report. Mr. Betts warns claimants of the Charter Oak and Continental Life against the representations of brokers who claim to have inside information as to the expenses of receivership.

Table Showing the Results of Life Insurance in the United States.

Companies.	Gross Premi- ums Received since Organiza- tion.	Gross Amount Paid Policy- holders since Organization.	Gross Assets, Dec. 31, 1895.	Payments to Policyholders since Organiza- tion plus pres- ent Assets.	Excess of Pay- ments to Pol- icyholders plus present Assets over Premi- ums Received.
Ætna	\$117,577,241	\$95,086,891	\$43,560,038	\$138,646,929	\$21,069,688
American Union	178,000	14,000	611,972	625,972	447,072
Berkshire	21,350,502	15,006,368	6,965,418	21,971,786	621,194
Brooklyn	9,806,323	7,318,009	1,733,302	9,051,401	751,922
Connecticut General	6,684,378	3,733,715	2,839,990	6,573,705	—110,673
Connecticut Mutual	187,358,568	175,912,185	62,754,075	238,666,860	51,308,292
Covenant Mutual	2,486,450	1,916,602	433,244	2,349,846	136,604
Equitable, Ia.	2,314,449	1,092,597	1,250,523	2,343,120	28,671
Equitable, N. Y.	435,765,203	233,159,901	201,009,388	434,169,289	—1,595,914
German Mutual, Mo.	797,502	760,778	447,260	1,208,038	410,536
Germania	52,044,555	34,084,353	21,172,368	55,280,721	3,212,166
Hartford L. & A.	15,890,407	11,173,891	2,402,880	13,576,471	2,313,036
Home	26,095,779	17,671,013	8,981,863	26,652,876	557,007
Iowa	1,596,621	1,735,328	334,622	2,069,950	473,329
Kansas Mutual	1,429,973	737,904	281,970	1,019,934	—410,039
Life Insurance Clearing	215,060	42,123	152,358	194,421	—20,579
Manhattan	47,167,947	38,793,689	14,199,621	52,993,310	5,825,393
Maryland	4,015,637	2,605,766	1,757,824	4,343,800	347,953
Massachusetts Mutual	44,958,493	27,486,441	17,005,292	44,491,733	—466,760
Michigan Mutual	12,650,476	5,816,930	5,044,982	10,861,912	—1,788,564
Mutual, Ky.	7,184,193	4,662,277	2,535,978	7,108,255	—14,602
Mutual, Md.	*1,100,912	*644,928	*185,799	830,727	—270,185
Mutual, N. Y.	558,377,217	411,567,626	221,213,721	632,781,347	74,404,130
Mutual Benefit	168,949,577	144,814,188	58,269,197	203,083,385	34,133,808
National, Vt.	24,114,698	11,338,348	12,147,753	23,486,101	—268,597
Nederland	418,214	83,000	510,009	593,009	174,795
New England Mutual	81,943,607	63,773,704	25,297,584	89,071,288	7,127,681
New York	389,770,514	216,780,605	174,791,991	391,572,596	1,802,082
Northwestern Mutual	144,738,314	77,951,125	82,002,390	160,883,515	16,145,201
Pacific Mutual	9,963,106	6,393,618	2,916,080	9,309,698	—653,408
Penn Mutual	61,918,867	37,474,978	27,365,084	64,840,062	2,921,195
Phoenix Mutual	42,723,033	35,777,902	10,448,865	46,226,767	3,503,734
Provident Life & Trust	46,851,007	22,352,999	29,476,403	51,829,402	4,978,395
Provident Savings	16,515,192	10,560,544	1,914,186	12,474,730	—4,040,462
State Mutual	22,015,552	12,569,816	11,122,984	23,692,800	1,677,248
Travelers	25,293,099	10,686,688	19,425,220	39,111,908	4,818,809
Union Central	28,635,045	10,744,917	14,541,925	25,286,842	—3,348,203
Union Mutual	36,277,460	28,587,202	6,797,391	35,384,593	—892,867
United States	27,887,624	19,127,091	7,377,263	26,504,354	—1,383,270
Vermont	1,208,426	562,200	478,146	1,040,346	—168,080
Washington	40,446,497	27,003,841	13,676,884	40,680,725	234,228
Totals	\$2,726,715,898	\$1,827,606,231	\$1,116,434,143	\$2,944,040,374	\$217,324,479

*1895 figures not received.

—Compiled by Boston Standard.

A POINT that has always puzzled me, and which I have never heard explained, is why proof of the age of the assured should not be required at the time the risk is accepted. The general custom is that when a claim arises under a policy through the death of the assured the beneficiary has to substantiate the statement made in the proposal relating to age at the time the insurance was effected. This must obviously at times be a difficult task, and much trouble might be saved if

companies insisted on proof of age at the inception of the risk. I am well aware that any company allows proof of age during the lifetime of the assured, provided it is requested to do so, and will on satisfactory evidence being furnished, indorse the policy admitting the age. What I wish to convey, however, is that instead of the present system, proof of age should be required by the company when the contract is entered into. If there be any reason why such a course is not desirable,

as may possibly be the case with ladies, who are usually supposed to be averse to stating their age accurately, then, at any rate, a company could point out clearly the advantage of having the age admitted, and leave the assured to act as may be preferred.—*E. E. Dear.*

Pennsylvania Fire Insurance Company.

NEW PACIFIC COAST DEPARTMENT. SPLENDID CONDITION OF THIS OLD PHILADELPHIA COMPANY. LARGE GAINS LAST YEAR. TAKES OVER THE COAST BUSINESS OF THE PHENIX OF BROOKLYN.

The Pennsylvania Fire Insurance Company, in its annual statement of January 1, makes a splendid showing, scarcely equaled, we imagine, in the history of that prosperous Philadelphia company. The assets were increased \$363,000 and the net surplus gained nearly \$300,000. The net surplus is four and a half times the amount of the capital. The position of the Pennsylvania is unique in this respect.

The possession of \$1,783,582 net surplus places the Pennsylvania in a commanding position, as regards choice business: for, other things being equal, the large insurer will show favor to the company exhibiting such an evidence of strength.

The total assets are \$4,461,323, which amount puts the Pennsylvania in the front rank among American companies, as regards size. The surplus as to policyholders is \$2,183,582. Premiums in 1895, \$1,629,096, with only 51 per cent. losses.

The business of the company has been steadily advancing in recent years, and in pursuance of the policy of extension the new Pacific Coast department has been created, with T. Edwd. Pope as manager. Mr. Pope is also assisted by Mr. Homer Craig and Mr. Osborn, both identified with the Pennsylvania Fire in this field for many years. In addition to the business already on the books of the new department, the Coast business (farm excepted) of the Phenix of Brooklyn has been reinsured in the Pennsylvania. The new Coast department begins under very favorable auspices, and the company and

Manager Pope and his associates are therefore to be congratulated.

General Adjuster and Special Agent Homer A. Craig.

Manager Pope of the Pennsylvania Fire Insurance Company has appointed Homer Craig general adjuster and special agent. Mr. Craig is exceedingly well known to the local agents of the Coast, having been "in the field" during the greater part of the last eighteen years since the late firm of Brown, Craig & Co. was established. This appointment to the position of general adjuster and special agent is a strong card for the Pennsylvania Fire and the new management.

Mr. Craig is a native of Iowa, is 49 years old, and has been a resident of California for forty-four years. He began his insurance work as a local agent for the Home Mutual Insurance Co. at Oroville, Cal. In 1873 he was appointed agent for the company for Alameda county, and became a resident of Oakland. Two years later the Alameda county branch of the Home Mutual was organized, embracing Alameda and Contra Costa counties. Mr. Craig was made secretary of the branch office. In 1878 the firm of Brown, Craig & Co. was organized, with the agency of the Phenix of Brooklyn, the Lycoming, Fanueil Hall and Ins. Co. of the State of Penn.

Mr. Craig is a very popular field man. He is energetic and is a tireless worker, and is a thoroughly practical fire underwriter. The COAST REVIEW will be seconded by all who know him when it congratulates the Pennsylvania Fire and Manager Pope, on Mr. Craig's acceptance of the position offered him.

We are pleased to be able to give a portrait of Mr. Craig elsewhere in this number.

ENGLISH ADJUSTERS.—According to a correspondent in England, a small fire occurred in a club house that used to be the residence of Nell Gwynn. Shortly afterward the club received a letter addressed to "Miss Gwynn," offering that "lady"

the services of a firm of London insurance-valuers."

Aachen & Munich Fire Insurance Co.

A strong phalanx of figures is exhibited by this old German company in our Chart. Nearly every column has millions as well as thousands, and there are largely increasing figures in the Coast department. The Aachen & Munich is a very strong company, with a net surplus four times the size of its capital.

The total assets are \$4,765,217; the net surplus is \$1,782,208; the policyholders' surplus is \$2,232,208. "Good wine needs no bush," and these large figures need no pen ornamentation. Last year's losses and expenses left a handsome balance of nearly half a million on the year's transactions.

The United States branch has its headquarters in San Francisco, under the management of Voss, Conrad & Co. The Coast business last year, under the management of this firm, was an increase of some 40 per cent. over the previous year, and the loss ratio was only 27 per cent. of the premiums.

Tornado Insurance.

Fortunately for the companies which write tornado insurance risks, the property-owners of St. Louis had no fears of a tornado. Small towns near and in adjoining states might be visited, but there was no record of any large city suffering from a cyclone or a tornado; and the St. Louisans dwelt in a fool's paradise, so far as this hazard was considered. Since the great storm, however, tornado insurers have been doing a large business in St. Louis. Rates are being cut to 40 cents for five years, it is reported. Some companies are demanding 15 cents annual. The local fire board has no authority in the matter.

Cyclone losses in the recent storm, which covered so large an area, are being reported daily. A St. Louis dispatch gives the following estimates, which are said to be "conservative":

Concordia and Home (N. Y.), \$35,000 each; Glens Falls, Northwestern National and

American Central, \$30,000 each; Springfield, Niagara, Connecticut, German (Freeport), \$25,000 each; National, Hartford, \$20,000; the Continental and the Agricultural, \$15,000 each; Queen, German-American, Delaware, \$10,000 each; Phenix, Brooklyn, \$5,000.

Losses by the storm in the two St. Louis cities are estimated at \$15,000,000, with only one per cent. wind insurance. The fire insurance losses were small.

Oil Fire at Los Angeles.

The long-expected fire in the oily "oil district" of Los Angeles, Cal., occurred last week, but fortunately the loss was small. In an hour and a half the blaze was under control. Some five dwellings, a dozen derricks, ten tanks and 6,000 barrels of oil, valued at about \$15,000 all told, were destroyed. The big slumps escaped.

Crude petroleum, as is well known, does not readily burn; but the abundance of the exposed oil in this district, and the greasy pumps and tanks, and the forest of derricks, and the oozing soil and the rivulets of oil running into slumps, are alarming. It seems that the utmost care cannot prevent a very destructive conflagration.

The scene in this dwelling district of a city of 50,000 people is indeed marvelous. Oil wells are at the thresholds of dwellings. Derricks stand astride paths which lead to front gates. Ropes are strung overhead in every direction, connecting pumps with engines; ropes which sometimes cross streets, and which are always see-sawing, in front of upper windows, across ravines—long arms drawing oil from nature's tanks below.

Very little insurance is carried on property in this district, and the locality is favorable for the confinement of a conflagration to a small area. It is believed, moreover, that the oil supply will be exhausted at no distant day; and this loss, from an insurance view-point, will be no unmixed evil.

THE Guarantors of Philadelphia was examined and the annual statement verified by the state insurance department. Supt. Durfee of Illinois, however, decided not to accept the Pennsylvania depart-

ment report. The company refused to submit to a second examination so soon after the first. The Illinois department has therefore revoked the license of the Guarantors.

The Alliance Assurance Company.

The Alliance of London, somewhat dissatisfied with the present conditions of underwriting in the cities named, has resolved to discontinue writing in Seattle, Tacoma and Spokane, Wash., and in Denver, Pueblo and Durango, Colo., for the present. This decision is to be regretted, for indemnity such as the Alliance offers is always needed, and the example of so large and conservative a company carries weight with it. The future is to be considered as well as the present, and the future in all this great Coast territory is big with prosperous business. The conditions of these days of strife must pass away soon, despite all disagreement.

The Alliance is a big company, with \$4,287,305 fire assets, \$1,253,145 net surplus, \$4,003,145 surplus to policyholders, and \$2,590,430 fire premium income. The amount invested in the United States is \$717,174, of which sum \$582,319 is surplus over liabilities. The United States department has its headquarters in San Francisco, and is under the management of N. T. James.

Life and Casualty Paragraphs.

RECEIVERS of the Charter Oak Life now have on hand and in banks \$112,790, and hope to close out the other properties before July 1.

THE Legal Surety Co., New York, with \$250,000 capital, is a late product, the work of F. F. Nugent, who is not a "new gent" at the business of suretyship.

THE receiver of the Mutual Benefit Life humbug of Hartford, Conn., which traded on an honorable name, announces that the assets will be too small to pay any of the death claims. This concern did some business in California, chiefly in Sacramento, and was scored by the COAST REVIEW some years ago.

THE Guardian of Boston, an assessment concern, has failed.

WEATHERBY of Wisconsin, whose license as an agent was revoked for three years for rebating, will test the anti-rebate law of his state.

THE Northern Accident Ins. Co. of Great Britain has produced a new plan of insurance. It issues policies protecting druggists against damages and costs resulting from accidental error in dispensing medicines.

PRESIDENT WILLARD of the Provident Savings was offered the vice-presidency of a larger Hartford life office, but he preferred to be president of a company with such possibilities of growth and beneficence as the Provident Savings.

IN the case of the Order of Tonti's Estate, Pa. 440, it was held that holders of matured certificates are not preferred over fellow members in the distribution of its assets. This is the position long taken by the COAST REVIEW.

THE Knights Templars and Masonic Mutual Aid Association of Cincinnati, O., advertises that "The standing of our great company, as is well known, is by far better than that of *all* others." This is a little rough on "all" other Masonic insurance schemes. It is a rotten "insurance" concern which advertises "no liabilities."

A CLEVER SWINDLER.—Under date of May 5th, a clever swindle was unearthed in Jersey City, N. J., says a New York exchange. One R. H. Morgan was arrested for impersonating Mr. G. R. McChesney, agency manager of the Mutual Reserve Fund Life Association, claiming that he was on his annual inspection of medical examiners connected with the association. He would call on physicians and state that they had been recommended to him as proper parties to do his examining, incidentally calling attention to a clause in one of the blank forms which required that the applicant for a position as medical examiner must

be a policyholder in the association. He was unusually successful, and is said to have duped physicians all over New Jersey and in this state.

THE Equitable Life secures uniformity in its advertising by sending out plates, but it earns the swear words of printers who labor in vain to "bring up" the smashed or imperfectly stereotyped letters. It seems to us wiser and cheaper to ask publishers to follow copy as closely as possible.

TO THE Texas political machine has been reserved the discovery of a new way to increase taxes and create an office for a needy politician. Insurance Commissioner Rose has appointed a resident deputy for New York city—one Hollingsworth, ex-commissioner whom the old president of the Mutual Reserve rewarded with a place in his company, and whom the new president has no use for.

Liverpool & London & Globe Insurance Company.

The annual statement of this great English company, as filed with the California insurance department, shows gains in assets, surplus and income. The gross assets of the company now exceed \$53,000,000. Deducting the liabilities of the life department, there is left \$23,713,077 gross fire assets, all available for the payment of the claims of the fire department. The net surplus is \$15,287,674, and the surplus as regards policyholders is \$16,515,874. In both particulars the Liverpool & London & Globe leads all the fire insurance offices of the world. The premium income last year exceeded \$8,000,000; the losses paid were \$4,391,258.

Among the foreign offices the Liverpool & London & Globe ranks first in assets invested in this country (\$8,670,434), in American surplus funds (\$3,314,118), in fire premiums last year (\$5,600,129), and in fire losses paid (3,130,893).

On the Pacific Coast, including Utah and Montana, the Liverpool & London & Globe also ranks first among foreign offices in premiums for the past year. In this field, under the management of Chas. D. Haven, as well as in other American

fields, this great company occupies a deservedly high rank for sound, conservative practices which are essential to successful underwriting and first-class indemnity.

The Penn Mutual Life Insurance Company.

RESISTANCE OF CLAIMS—OMISSIONS IN OFFICIAL STATEMENT—THE KEACH CASE—PECULIAR RECENT LITIGATION.

A big, solvent life insurance company: no doubt about that. Policies are fairly liberal, too, though one never hears of the Penn Mutual originating any policy or taking the initiative in granting privileges. Perhaps the management, however, deserves credit for following where others lead. Taken altogether, the Penn Mutual is a fairly good company, but while an applicant for a policy might go farther he could fare no worse in any regular life insurance company. The applicant might as well look a little farther, with this assurance that he can do as well elsewhere, and perhaps better.

Granting everything claimed for the company by its friends, among whom we count the COAST REVIEW, we must separate the management from the company in these concessions. We must confess to a strong feeling of dissatisfaction with the management—a feeling due as much, probably, to the fact that the home office managers are held responsible for the California agent, as to any other cause. "Like master like man." The home office people are not without their shortcomings, however.

For how many years they conspicuously and dishonestly advertised that the Penn Mutual was the only company that made no discriminations against women! At that time a dozen or so of competing companies accepted female risks at the same rates as male risks. The Penn Mutual was also advertised as being the first to grant women equal insurance privileges, but we are informed that the Philadelphia company is not entitled to this credit, such as it is. Others led in this field, and the Penn Mutual followed.

FALSE PRETENSES.

Too often the annual statement of the Penn Mutual does not contain any report of claims resisted. This fact is most industriously circulated by agents of the Penn Mutual, notably by Edward Hart of San Francisco, with a zeal worthy of a really good cause. "Look!" say the agents: "the Penn Mutual never resists claims." Other companies, it is insinuated, go to law too often: to insure with any of them in preference to the saintly Penn Mutual may be to leave the beneficiary a lawsuit as a legacy. This is the inference which the not too scrupulous solicitor deftly draws.

We began the foregoing paragraph designedly with the words "too often." We repeat that too often the company's annual statement does not contain any report of resisted claims. Every life company transacting a large business must have claims about which there is a well grounded suspicion of fraud. To resist such claims until they are shown to be legitimate is a duty which life insurance company managers owe to their policyholders. The average percentage of resisted life insurance claims is only one dollar in the hundred, and the Penn Mutual must be seeking an unfair advantage over its competitors, and be dealing unfairly with policyholders, when by compromises or "bulldozing" methods it seeks to avoid its share of this small litigation on December 31st of each year.

RESISTED CLAIMS NOT REPORTED

But are we to believe the Penn Mutual when it reports no claims resisted? In the COAST REVIEW for 1890 we print reports of the company as defendant in Illinois and Indiana courts. These suits were in 1889 and 1890, and at last accounts in that year the company was going to carry one of them into the federal courts, *But these resisted claims were not reported to the state insurance departments.* That is the point we want to make in referring to this matter. The absence of "resisted claims" in the annual statements of the Penn Mutual does not necessarily mean that the company has resisted no claims

during the year: and, seemingly, the statement of no claims resisted at the time of filing the statement is not to be credited either.

A SAMPLE CASE.

One of these cases deserves extended notice in connection with the foregoing, because it illustrates the hollowness, the insincerity, of the assertion that the Penn Mutual does not resist claims. John Keach and his wife Anna insured their lives in the Penn Mutual for \$5,000 each, in 1885. Mr. Keach died in July, 1888, leaving unpaid a quarterly premium due in May preceding. Credit had been extended to Keach by the company's agent, the insured being a man of large landed interests. The agent also agreed to "throw all payments over" to any time when money was most likely to come in from the farms of the insured; and he also urged them to give annual notes. "This offer the Keach's accepted, and the agent notified the local bank accordingly, in April. Keach had also asked, and expected, that the May premium should be included in the annual note.

VIEWS OF THE COURT.

The Illinois third district court of appeals decided against the company, holding it responsible for the acts of its Illinois general agents. The court said: The home office was aware that its general agent was taking notes for the premiums; and it was to be presumed by the insured that the practice would be continued until notice to the contrary; and as this practice induced the belief that the forfeiture clause in a certain event would not be insisted upon, the Penn Mutual will not be allowed to set up such forfeiture.

The court might with some propriety have gone out of its way to denounce the company, under the circumstances; but it was content to say that the facts clearly warranted the verdict of the jury against the Penn Mutual: that the payment of the quarterly premium was waived and postponed by the agent; that the conduct of the agent ought to bind the company; that the agent was neglectful, and Keach was not; that Mr. and Mrs. K. were justi-

had in expecting that the agent would send them the note for the annual payment, including the May premium, for their signature, and that the agent intended to do so; and that the home office knew all the facts. There was never any notice of forfeiture to the assured. The Penn Mutual management even went so far as to contend that the agent in previously accepting notes or cash for overdue premiums was the agent of Keach and not of the company; and it made this discovery after Keach's death!

The equities of the case, as well as the law, were with the widow in this matter; and if the managers of the Penn Mutual were as liberal as they would now have the public believe, they would not have awaited the compulsion of a court of law before paying the \$5,000 to the widow.

Recently, as our Legal Digest shows, the Penn Mutual has again been a defendant in the courts; and twice the company has allowed its attorney to present a very technical defense, rather than rely on the merits of the case. We cite these cases only because the company, through its general agent here, makes a parade of the alleged fact, on the misleading evidence of insurance reports, that it does not resist claims.

Springfield F. & M. Ins. Co.

There are very few fire offices whose annual statement shows large gains in assets, surplus and premiums, and reduced losses as well; and the Springfield Fire & Marine Insurance Company is one of these fortunate few.

Nearly \$300,000 added to the assets: over \$100,000 gain in net surplus: \$263,000 advance in premium income: and losses less than in any of several recent years. It was a very prosperous year with this very successful company.

The annual figures, setting forth the resources, the size, the strength and the business of the Springfield, appeal strongly to agent and property-holder alike. Witness: \$3,845,145 cash assets, \$614,609 surplus over capital and all other liabilities, \$2,114,609 surplus as regards the policy-

holders who paid over \$2,000,000 premiums last year; and \$2,189,077 income against \$1,751,200 losses and expenses.

The Springfield operates in this field under the management of Geo. D. Dornin, who also represents the National of Hartford. The two companies make a well matched team, and draw nearly \$300,000 Coast premiums yearly.

Fire Bugs in China.

There is not the least doubt (says the Shanghai *Mercury*) that Shanghai has been cursed with a considerable number of fire bugs, and that many of them have escaped from the clutches of the law. It is only a short time since a Chinese official was suspected and was prosecuted, but his button saved him. Now a case has lately been tried at the mixed court in which the parties connected have received exemplary punishment.

The fire broke out in an empty house next door to where the articles were supposed to be that were insured. The name of the chief fire fiend in this instance was Wu Fongping. He was well known to many, but he and his crew held many *aliases*, which made them difficult to deal with; and as the business came through a broker, who was also implicated, this made matters worse.

The gang consisted of four brothers and the broker. The plan of operation is as follows: The broker goes first to an insurance agent and procures a policy covering furniture, clothing, etc., borrowed for the occasion. These goods are then removed piece by piece till very little remains, and in the course of a month or so a fire takes place next door or on the premises, and in due time a claim in full is made.

The late fire turned out to be an unlucky speculation for the gang. Two brothers were arrested with the broker and a Chinese doctor. The latter confessed to being guilty of acting on behalf of Wu Fongping in setting fire to the empty premises adjoining the house where the property was insured.

Wong Tzemay, in his evidence, said he

was an acquaintance of Wu Fongping, and when he was going to a tea house in Nanking road he met Wu, and during some conversation Wu told him of his *bad luck* of losing his property by fire, but he was thankful to say that it had been insured, and requested him to do him the favor of going to the fire insurance office to get the tls. 2,000. "But," he added, "no sooner did I make an appearance in the office when I was seized by the police, but I am innocent." In fact they all pleaded innocence, except the doctor. After a patient hearing the magistrate gave the following sentence:

"Chow Yuenchang, Wong Tsemay, Wu Ahyuen and Yu Lun Choo shall be imprisoned for three years with hard labor, and each shall receive one hundred blows every six months of their imprisonment."

They may think themselves lucky they escaped with their lives, for according to the law of China such a charge of arson is punishable by death.

Fires on the Coast.

Losses as reported to the COAST REVIEW are about the same in Coast territory so far this year as for the corresponding time last year. Our figures, however, do not include Cripple Creek and other Colorado losses not reported to San Francisco agencies. Including Colorado the losses from Denver west this year are a quarter-million or more greater than for the first five months of 1895. California losses have increased 5 per cent. and premium receipts have decreased a much larger percentage.

Little Litigation.

There seems to be a popular impression that there is a great deal of litigation in the adjustment and payment of claims by insurance companies, yet during the whole year of 1895 the commissioner has had but 50 services of process filed with him against authorized companies, and when the vast amount of insurance carried and losses paid and the large number of companies and associations authorized to transact business are considered, the

number of suits commenced is surprisingly small and speaks volumes for the honesty and integrity of the companies.—*Insurance Commissioner Fricke, Wis.*

Legal Points.

A company is bound by acts of clerk of its agent.

Private instructions to agent are not binding on insured.

Retaining insufficient proofs is a waiver of additional proofs.

The assignee of a policy, void because interest of insured is other than unconditional ownership, cannot recover thereon.

The South Carolina law provides six years' limitations for action on fire policies, notwithstanding contrary stipulations.

An offer to return unearned premium is sufficient where kept subject to the order of the insured.

False swearing is knowingly and intentionally stating on oath what is not true.

A policy covering goods contained in brick block Nos. 82 to 90, held to cover goods in store No. 80 in the same block. That the owner changed the official number of a building does not affect a policy of a tenant on goods therein, the building being designated in the policy by its official number.

Husband on whose life wife procured policy for her own benefit is not, merely by virtue of the relationship, her agent to receive notice of non-payment of premiums.

—The Municipal Insurance Leaguers of New Zealand are still riding their hobby-horse, and have adopted a constitution and the name "The Insurers Union of New Zealand." This is leading to state insurance, which, if adopted, may seriously affect credit and reduce loans in the island community. State insurance security may be good enough for the overinsured, incendiary-minded man with "a political pull," but it is not likely to be good enough for the merchant and the money-lender.

—Thomas F. Goodrich, lately the president of the Niagara, is pushing the interests of a new New York fire office.

May Fires.

WASHINGTON.

Spokane, dwg and contents:	
Continental	\$1,075
19. (April) Seattle, dwg and contents:	
Pennsylvania	\$841
25. Spokane co., dwg:	
Phenix, Brooklyn	\$1,500
14. Ballard, shingle mill:	
National, Hartford	\$700
1. Anatonc, general store:	
Fireman's Fund	\$2,000
15. Everett, shingle mill:	
National, Hartford	\$250
12. Klickitat co., barn:	
Home Mutual	\$350
5. Olympia, fr dwg and contents:	
London & Northern	\$600
Phoenix, Hartford	525
22. Lewis co., fr temperance saloon:	
German-American	\$510
20. Sedro, fr dwg:	
Hartford	\$500
1. Tacoma, fr dwg:	
Commercial Union	\$900
8. New Whatcom, fr dwg and contents:	
Commercial Union	\$670
Prussian National	433
22. Wooley, shingle mill:	
National, Hartford	\$500
Springfield	500
Losses under \$500	\$3,870
Total Washington	\$15,724

*
OREGON.

24. (Feb.) Portland, mdse:	
Commercial Union	\$650
4. Oregon City, general mdse:	
North British	\$600
16. Medford, college bldgs, dwgs and conts:	
German-American	\$625
Westchester	666
Hamburg-Bremen	666
Home, N. Y.	800
Continental	666
10. Union, fr barn:	
Liverpool & London & Globe	\$800
Losses under \$500	\$3,165
Total Oregon	\$8,638

NEW MEXICO.

15. Gallup, bldg:	
Royal	\$2,050

13. Silver City, saloon:

Queen	\$534
Losses under \$500	\$800
Total New Mexico	\$3,390

ARIZONA.

14. Jerome, copper plant, quartz mill:	
Manchester	\$355
Caledonian	245
American, N. J.	105
Royal Exchange	800
14. Prescott, bldg:	
Union, London	\$263
Losses under \$500	\$2,119
Total Arizona	\$3,887

WYOMING.

11. Laramie co., fr barn:	
Fireman's Fund	\$500
Losses under \$500	\$164
Total Wyoming	\$664

UTAH.

16. (April) Sunshine, hotel furni:	
Prussian National	\$424
24. (April) Sevier, dwg and contents:	
Continental	\$1,000
Losses under \$500	\$751
Total Utah	\$2,175

IDAHO.

23. (April) Hailey, bldg:	
Palatine	\$1,500
31. Canyon co., fr dwg and contents:	
Phoenix, Hartford	\$2,000
Losses under \$500	\$290
Total Idaho	\$3,790

MONTANA.

3. Miles City, church and furni:	
Ins. Co. of North America	\$1,242
North British	1,000
12. Meadville, saloon:	
Magdeburg	\$900
4. Miles City, dwg furni:	
Phoenix, London	\$899
24. Butte, dwg furni:	
Phoenix, London	\$150
Losses under \$500	\$910
Total Montana	\$5,101

COLORADO.

4. Pine Grove, mdse:	
National, Hartford	\$1,000
25. Carbondale, blacksmith shop:	
National, Hartford	\$500
25. 20 (April) Cripple Creek, general fires:	
North German	\$1,235
8. Agate, furni and fixtures:	
North German	\$951
6. Glenwood Springs, conts of frame store:	
Manchester	\$505
North British	500
Losses under \$500	\$4,895
Total Colorado	\$9,286

BRITISH COLUMBIA.

Losses under \$500	\$863
------------------------------	-------

NEVADA.

Losses under \$500	\$643
Total outside territory	\$54,041

CALIFORNIA.

16. Butte co., hay and implements in barn:	
North British	\$750
Continental	1,000
11. Aptos, general mdse:	
Western	\$1,000
27. Contra Costa co., fr dwg and contents:	
Home, N. Y.	\$4,817
11. Eureka, dwg and contents:	
Ins. Co. North America	\$536
4. Delano, fr dwg:	
Norwich Union	\$1,500
23. Delano, confectionery store:	
Norwich Union	\$500
12. Golden Gate, dwg and contents:	
Palatine	\$850
German-American	\$1,000
22. Fresno co., fr barn and contents:	
Phenix, Brooklyn	\$500
6. Fresno, dwg:	
Royal	\$902
17. Fort Bragg, fr dwg:	
German-American	\$ 550
Phenix, Brooklyn	1,000
25. Folsom, fr dwg and contents:	
Hartford	\$615
3. Fortuna, dwg and contents:	
Home Mutual	\$300
Glenn co., dwg and contents:	
Continental	\$975
2. Haywards, fr dwg:	
Western	\$650
15. Judsonville, dwg and contents:	
Phenix, Brooklyn	\$2,640

12. Haywards, fr dwg and contents:	
Phenix, Hartford	\$600
22. Los Angeles, fr dwg and contents:	
London & Lancashire	\$1,000
Home Mutual	1,500
25. Los Angeles, dwg and contents:	
Ins. Co. North American	\$819
7. Long Beach, general mdse and store bldg:	
Manchester	\$600
Scottish Union	565
Union, London	283
London & Lancashire	649
5. Marin co., fr dwg:	
London & Lancashire	500
18. Modoc co., dwg and contents:	
Phenix, Brooklyn	\$575
18. Oakland, fr store bldg:	
Phenix, Hartford	\$593
10. Nevada co., fr ranch dwg:	
Manchester	\$1,000
16. Pasadena, dwg and contents:	
Fire Association	\$2,625
5. Redding, contents fr dwg:	
Fireman's Fund	\$800
27. Pasadena, dwg and contents:	
American Central	\$700
New York Underwriters	800
7. Redding, fr dwg and contents:	
Home, N. Y.	\$1,462
27. San Jose, hay barn:	
Western	1,026
Springfield	1,000
27. San Jose, street railroad property:	
New York Underwriters	\$ 400
Fireman's Fund	1,000
Fire Association	500
Palatine	800
Aachen & Munich	450
10. Stockton, dwg:	
Queen	\$400
15. San Rafael, fr dwg:	
Commercial Union	\$520
Royal Exchange	715
23. Santa Cruz, general mdse and br bldg:	
British America	\$2,100
Home Mutual	1,000
London & Northern	800
Hartford	1,000
Royal Exchange	1,000
Liverpool & London & Globe	1,500
Magdeburg	1,200
Norwich Union	500
Imperial	666
Transatlantic	900
	\$10,666

25. (April) San Bernardino co., barn:	
Phoenix, Brooklyn	\$622
4. San Bernardino, fr dwg:	
Manchester	\$1,110
London & Northern	719
10. Solano co., dwg and contents:	
Continental	\$550
29. Shasta co., mining property:	
Manchester	\$540
Caledonian	480
American, N. J.	180
4. Sacramento, fr dwg and furni:	
Caledonian	\$480
21. Sacramento, dwg:	
Hanover	\$1,075
28. Sacramento, dwg and contents:	
Fire Association	\$1,461
28. Sacramento co., dwg and contents:	
Phoenix, Brooklyn	\$550
23. Sacramento, dwg and contents:	
Prussian National	\$500
13. San Mateo co., barn and hay:	
Phoenix, Brooklyn	\$1,100
4. Sierra co., fr quartz mills:	
Phoenix, Hartford	\$5,279
Home, N. Y.	5,279
8. Tuolumne co., dwg and contents:	
Continental	\$1,000
29. Near Woodland, packing house:	
Manchester	\$3,000
Caledonian	2,000
5. Woodland, barn:	
Home Mutual	\$400
16. Willows, fr dwg:	
Royal Exchange	\$520
12. Willows, dwg and contents:	
Commercial Union	\$825
Royal	675
31. Tulare City, dwg and store house:	
North German	\$753
30. Tulare, dwg:	
National, Hartford	\$500
. . Tulare co., dwg and contents:	
Continental	\$1,200
16. Tulare, dwg and contents:	
Norwich Union	\$500
Losses under \$500	\$26,040
Total California S. F. Ex. . . .	\$109,971

SAN FRANCISCO.

2. General fire, lead works:	
Royal	\$1,500

North German	1,076
Commercial Union	9,177
Connecticut	967
Hanover	1,676
Firemen's, Baltimore	937
Transatlantic	3,265
Imperial	1,253
Magdeburg	4,000
Western Assurance	3,000
Springfield	3,387
National, Hartford	1,690
Scottish Union	2,500
Orient	571
Ins. Co. North America	790
German-American	1,350
Lancashire	1,871
Helvetia	3,003
Baloise	1,951
Pennsylvania	2,552
American, Pa.	5,174
Phoenix, Brooklyn	5,484
Phoenix, Hartford	5,000
Svea	4,618

Total \$71,589
 In the various Lloyds, about . . . \$75,000

Total \$146,589

10. Iron works:	
Queen	\$1,934
Milwaukee Mechanics	595
Westchester	800
Hamburg-Bremen	1,892
North British	1,000
Greenwich	1,500
German-American	1,000
Ins. Co. North America	1,000
Scottish Union	892
London & Lancashire	1,750
American Central	500
St. Paul	500
Fireman's Fund	600
Palatine	9,000
Svea	595
American, Pa.	812
Phoenix, Brooklyn	1,040
Hartford	1,000
Imperial	3,000
Lion	1,724
Transatlantic	557
Hanover	1,012
Fire Association	1,250
Firemen's, Md.	595
Manchester	2,300
Caledonian	2,300
American, N. J.	1,000
Royal Exchange	4,500
Connecticut	1,250

Commercial Union	1,284	Home, N. Y.	13,752
National, Hartford	1,000	Hartford	4,081
North German	773	Hanover	4,243
Penn	505	Home Mutual	4,475
New Zealand	416	Helvetia	6,620
Union, London	1,500	Hamburg-Bremen	2,746
Royal	2,125	Imperial	6,467
Helvetia	2,500	Insurance Company of North America	5,529
Baloise	513	Lion	1,871
Total	\$856,683	London and Lancashire	6,010
14. Store bldg:		Lancashire	3,441
Royal	\$1,000	London & Northern	4,247
14. Dwelling:		Liverpool & London & Globe	3,611
National, Hartford	\$833	Milwaukee Mechanics	649
14. Frame building:		Magdeburg	7,342
London & Northern	\$500	Manchester	10,558
8. Chinese cigar factory:		North British & Mercantile	3,850
Transatlantic	\$655	Norwich Union	3,377
14. Merchandise:		New York Underwriters	1,453
Fireman's Fund	\$625	North-German	7,903
14. Dwelling:		National, Hartford	8,333
Atlas	\$1,000	New Zealand	1,643
15. Hhld furni:		Northwestern National	422
Hamburg-Bremen	\$522	Orient	1,371
16. Hay warehouse:		Phoenix, London	1,322
Fireman's Fund	\$703	Palatine	14,050
Springfield	616	Pennsylvania	3,402
Sun, London	751	Phoenix, Hartford	16,364
Losses under \$500	\$6,509	Prussian National	1,675
Total San Francisco	\$143,009	Phenix, Brooklyn	13,330
Total California	\$252,980	Queen	2,928
Total Pacific Coast	\$307,021	Royal Exchange	8,165
Losses by Companies.		Royal	9,338
American, Pa.	5,792	Svea	5,359
American Central	1,283	Sun, London	1,901
Aachen & Munich	1,038	Scottish Union & National	5,063
Etna	1,957	St. Paul	1,424
American, N. J.	1,285	Springfield	6,253
Atlas	2,435	Transatlantic	5,641
Alliance	1,102	Union, London	573
British America	2,221	Westchester	1,884
Baloise	2,464	Western	7,028
Commercial Union	16,121	—San Francisco Not in It.—Here is a fair	
Caledonian	5,821	example of the way Hirschberg's com-	
Continental	8,076	panies are daily slaughtering rates in this	
Connecticut	2,623	city. A chair factory line in the south-	
Firemans Fund	10,654	western part of the city tariff rated at	
Fire Association	6,266	4.25 was recently carried off by Mr.	
Firemens, Baltimore	1,632	Hirschberg at a cut of 1 per cent. or 3.25.	
Franklin	350	An emergency committee rating was	
Greenwich	1,500	asked for, and made a further cut to 2	
German-American	9,160	per cent. Mr. Hirschberg, by a refund	



SAN FRANCISCO FIRE UNDERWRITERS AT THE MONTEREY MEETING,
February, 1896. Making a Board.

- | | | | | | | | | | | |
|-----------------|--------------------|--------------------|---------------------|--------------------|--------------------|------------------|--------------------|---------------------|----------------------|-----------|
| 1. J. Gutter | 2. A. E. Magill | 3. Geo. E. Butler | 4. W. H. Lowden | 5. Geo. W. Spencer | 6. H. K. Bollen | 7. Rolla V. Watt | 8. Geo. F. Grant | 9. R. C. Medcraft | 10. Geo. C. Boardman | 11. Chas. |
| Christensen | 12. Wm. J. Dutton | 13. Chas. D. Haven | 14. H. R. Mann | 15. Geo. D. Donohu | 16. Rudolph Herold | 17. Hugh Craig | 18. H. M. Grant | 19. Geo. H. Lyson | 20. L. L. Bromwell | |
| 21. N. T. James | 22. Chas. A. Eaton | 23. Cesar Bertheau | 24. Alfred Stillman | 25. V. C. DeWitt | 26. C. F. Mullins | 27. D. E. Miles | 28. Robert Dickson | 29. Frank J. DeWitt | | |

of premium, again got on top by a cut to 1.60, which by authority of the emergency committee was displaced by a rate of 1 per cent. Here the matter rests, and is likely to, though Mr. Hirschberg has offered to write four policies in the Scottish Union, Caledonian, British American and Western for the return premium due on one amounting to \$26. — *Western Insurance Review*.

Board of Fire Underwriters of the Pacific.

TOIL AND TROUBLE, BUT NO COMPACT YET—AMENDMENTS AND WITHDRAWALS—NON-INTERCOURSE AND UNIFORM COMMISSIONS ARE THE ALLEGED STUMBLING BLOCKS.

At the Monterey meeting in February very earnest efforts were made to organize a board and unite on rates and rules and commissions. The Board of Fire Underwriters of the Pacific was organized and a constitution was framed. Very radical differences of views were presented, and a split followed on such measures as the rate of commission and non-intercourse. The vote in favor of a uniform commission outside of two or three districts was finally reconsidered, and for this reason the Hartford has not joined the board. The non-intercourse clause was not acceptable to the Home and Phoenix offices, and they too declined to sign the constitution.

The non-intercourse clauses were as follows:

No member of this board shall place with or accept from, by means of re-insurance or otherwise, directly or indirectly, any business from a company or its representative not a member of this board.

No company shall appoint or retain more than two agents, and no principal representative of more than one company shall appoint or retain more than four agents in any one city, town or village. No member shall hereafter appoint as agent any person, firm or corporation representing a company not a member of this board.

Meeting after meeting was subsequently held in San Francisco, by a special committee which did patient and persistent work in vain efforts to bring the discor-

dant elements into harmony. A few additional signatures to the constitution were obtained, but some of the larger officers withheld their support and the support of others was lukewarm. About April 1st General Agent Watt of the Royal and Queen withdrew. This reinforcement of one element of "the opposition" was discouraging, but the committee did not falter in the work of attempted compromise.

The constitution was amended last month by the substitution of the following for the foregoing non-intercourse clauses:

SUBSTITUTE FOR SECOND PARAGRAPH EXCEPTION D.

No member of this board shall place with or accept from any company or its representative, not a member of this board, any business, whether by re-insurance or otherwise, except at full board rates, and no commission shall be paid to, or received from, any such non-board company or its representative.

SUBSTITUTE FOR LAST SENTENCE SECOND PARAGRAPH.

Whenever any of the board companies in any agency feel that they are suffering because a non-board company is allowing a higher compensation than is permitted by the board rules, or is writing business at less than board rates, they may agree by a vote of the majority to compel the withdrawal from the agency of such non-board company or withdraw in a body from such agency.

In case board companies withdraw from an agent under the operation of this rule, such agent shall not be eligible for re-appointment or appointment by board companies within one year thereafter, nor so long as he represents a company not a member of this board.

These amendments were satisfactory to a large majority of the members. The Home and Phoenix became members of the board, and on May 19 General Agent Magill was added to "the committee of seven," Messrs. Haven, Butler, Mann, Boardman, Dutton, Dickson and Tom Grant. On June 3d the following executive committee was elected: Wm. J. Dutton, chairman, Chas. D. Haven, Robert Dickson, A. E. Magill, H. R. Mann, Geo. E. Butler, Geo. W. Spencer. About this

time both Manager Devlin of the Atlas and Manager Mullins of the Commercial Union withdrew, protesting against these amendments.

OTHER PROPOSED AMENDMENTS.

To meet the objections as to commission regulations, amendments to the constitution have been proposed, providing as follows: San Francisco—Buildings and contents insured for a longer term than one year are "preferred"; all other risks are "ordinary." Commissions on former, 25 per cent.; and on "ordinary," not exceeding 20 per cent.; no company to have more than one city agent, no representative to have more than two. Duly certified brokers to have 15 and 10 per cent. on "preferred" and "ordinary." Outside or country business, 15 per cent. Excepted cities are abolished, also exceptions of farm and growing grain business.

These amendments will not be pressed, now that the companies which asked for such rates of commission have expressed a resolution not to join the board on account of the non-intercourse amendments.

MEMBERS AND NON-MEMBERS.

The present members of the Board of the Fire Underwriters of the Pacific are:

Jas. D. Bailey, Ins. Co. of North America; Cesar Bertheau, Hanover, Fire Association, Prussian National; Geo. C. Boardman, Ætna; L. L. Bromwell, Milwaukee Mechanics; Butler & Haldan, Phoenix of London, Providence-Washington; W. J. Callingham, Scottish Union, Orient; Catton, Bell & Co., Union Assurance Society; Chas. Christensen, American Central, St. Paul; Hugh Craig, New Zealand; Robert Dickson, Royal Exchange, Connecticut; Geo. D. Dornin, National, Springfield; V. C. Driffield, Transatlantic; Wm. J. Dutton, Home Mutual; B. Faymonville, Fireman's Fund; Tom C. Grant, North British, Greenwich; Geo. F. Grant, London Assurance, Northern Assurance; H. M. Grant, British America, Western; Gutte & Frank, Magdeburg Fire; Chas. D. Haven, Liverpool & London & Globe; Rudolph Herald, Hamburg-Bremen; N. T. James, Alliance; Wm. J. Landers, Imperial, Lion, Sun; Chas. A. Laton, Palatine; W. H. Lowden, Norwich Union; Wm. Macdonald, London & Lancashire; A. E. Magill, Home and Phoenix; Mann & Wilson, Lancashire; T. Edw. Pope, Pennsylvania

Fire; Geo. W. Spencer, Caledonian, Manchester, American, N. J.; Walter Speyer, North German; Syz & Co., Helvetia Swiss, Baloise; Geo. H. Tyson, German-American; Voss, Conrad & Co., Aachen & Munich.

The offices not members of the board and those having given notice of withdrawal are:

C. F. Mullins, Commercial Union; Rolla V. Watt, Royal and Queen; H. K. Belden, Hartford; Frank J. Devlin, Atlas; Edward Brown & Son, American, Pa., Svea; D. A. Spencer, Westchester; Ed. E. Potter, Franklin, Williamsburg City; Geo. W. Turner, Northwestern National; D. W. Graves, Continental.

Mr. Mullins of the Commercial Union and Mr. Devlin of the Atlas gave notice of withdrawal from the board the day following the adoption of the amendment to the constitution above referred to. Mr. Watt withdrew early in April last. The remaining outside offices have not been members of the board.

Here we have thirty-three offices, representing fifty-two companies which did in 1895 Coast net premiums of \$6,798,843 as against nine offices representing twelve companies which did in 1895 Coast net premiums of \$1,433,881. The COAST REVIEW is of opinion that on any voting proposition a majority of such proportions as above indicated should control in all matters affecting the general good.

A Life Insurance Number.

The June COAST REVIEW is full of matter of special interest and value to life insurance men to whom we particularly direct attention to the following summary:

Index for life insurance men.

Seven years' general and California figures of companies.

Gross Results of American Life Insurance Companies.

The Penn Mutual's Litigation.

Provident Savings Society's Announcement.

Coronet Mutual Life's Announcement.

Equitable Life's Surplus Statement.

—The Travelers declined to be bled by the modern baron with a roving insurance commission. John E. Hollingsworth, late of Texas and the Mutual Reserve Fund.

Helvetia Swiss Fire Insurance Company.

If you will take up the COAST REVIEW CHART and run your eye along the row of figures presenting the annual statement of the Helvetia Swiss Fire Insurance Co. of St. Gall, Switzerland, you will at once note that all in the "financial condition" and "income" departments are larger than those of the year before, and that all the figures, except the dividends, under the head of "expenditures" and "ratios" are smaller. Put these two facts together and you have the essentials of a perfectly satisfactory annual statement, demonstrating growth, increased strength, prosperity, good management, satisfied policy holders and delighted stockholders.

The Helvetia Swiss has, in round numbers, \$2,000,000 assets, \$800,000 net surplus, \$1,200,000 surplus as regards policyholders. Business and income increased, and losses, which were less, were only 52 per cent. of the premiums. The Helvetia in its thirty-fifth year makes an enviable exhibit of its affairs. Syz & Co., the Pacific Coast general agents, have ample reason to be vain of so fine a company with such a clean bill of health.

The National Life's New Policy.

At the January meeting the directors of the National Life Insurance Company of Vermont approved a new policy to be issued during 1896, and resolved that as the benefits were more favorable to the insured than corresponding policy conditions of former issues, the liberalized conditions should be made applicable to all outstanding business, as far as possible without changing the terms of any promised benefit or option.

On June 1st the National Life notified its policyholders that this resolution now applies to all policies, with the understanding that every instance of a substituted reading is more favorable and liberal. The liberalized conditions are as follows:

1.—All restrictions on residence and travel are hereby removed.

2.—All restrictions on occupation (including military and naval service in time of war)

after two years from date of policy is no are hereby removed.

3.—The insurance will be payable immediately upon receipt and acceptance of proofs of the death of the insured.

4.—The policy shall be incontestable after two years from the date of its issue, provided the required premiums are duly paid.

5.—At any time after three years while the policy is in full force by premium payments, upon satisfactory assignment as security for its payment, the company will loan up to the limit secured by the cash value of the policy, applicable to its class. If the insured, or any beneficiary, is a minor or cannot make a legal transfer, no loan can be made except for the purpose of paying current premiums. This section does not apply to term policies.

Edward Brown & Son.

Edward Brown, of the late firm of Brown, Craig & Co., and his son Arthur M. Brown have formed a partnership under the firm name of Edward Brown & Son. The new firm have been appointed Pacific Coast general agents of the American Fire Insurance Company of Philadelphia and the Svea Insurance Company of Gothenburg, Sweden, two sterling offices with handsome surplus funds. The offices of Edward Brown & Son are "at the old stand," 407-409 Montgomery street.

AMONGST Eastern races we find that the most notorious gamblers are those greatest in favor of insuring. Foremost are the Chinese, then Hindoos, Parsis: the religious Mahommedan being the most difficult to gather to the fold of insurers. The Chinese and Hindoos would, I believe, gamble their souls away, and they are very easily induced to insure; but I am afraid in too many cases they regard insurance as a pure speculation, the transaction being made only with the same idea as their other gambles, *i. e.*, that they will reap a larger sum by the prudent outlay of a small one. The Mahommedan, who abhors gambling, classes insurance in the same plane with it, and from personal experience I have found that some feel deeply insulted when asked to insure their goods, stating that if his property burns it is the wish of

Allah, and that it is blasphemy to protect oneself by mundane efforts from the decrees of Allah or fate. We of Western education are apt to regard Easterns as semi-civilized; perhaps, then, the opinions of the Eastern races in classing insurance and gambling under the same heading, may but, after all, from a Western point of view, be the effect of ignorance; but from the foregoing remarks it will be seen that among a very wealthy insuring community, as well as a very ancient and learned one, our two subjects are absolutely placed upon the same basis.—*A. C. Trapp.*

The Sun Insurance Office.

The report of the Sun Fire Office, for the year ending 31st December last, continues the series of brilliant results to which its management has made us accustomed. The net premium income was £979,394, an increase over that of 1894 of £19,496, and the losses amounted to £546,521, a ratio of 55.8 per cent. The expense of management (including working charges of all kinds) were £322,895, a ratio of 32.97 per cent. The income from investments amounted to £65,338, and after providing for the usual reserve of 40 per cent. of the premiums to cover all liabilities under current policies, a balance remains on the year's trading of £167,517. After the payment of the usual dividends, and the carrying of £75,000 to reserves, the funds of the office are brought to a total of £1,843,254. There is no need to gild the "Sun Fire" with any words of praise; all it needs is the simple statement of its figures.—*Journal of Finance, London.*

The Sun Insurance Office has two and a half million dollars invested in the United States, for the special protection of American policyholders. The surplus funds total the handsome amount of \$826,493. The American business gained last year and the losses declined. Gains were made in assets and surplus also. The Sun is one of the three English offices so successfully represented by Wm. J. Landers.

Accident Insurance is a new Boston paper.

Our Portraits This Month.

We have the pleasure of presenting the readers of the COAST REVIEW with several "half tone" portraits this month, which, we are sure, will prove to be a valuable feature of the June number.

UNDERWRITERS AT MONTEREY.

The artist has succeeded in giving us a fairly good engraving from a photograph of the San Francisco underwriters who participated in the meeting at Monterey last February, when the Board of Fire Underwriters of the Pacific was organized. The subject, said the artist, is a hard one—by which, we suppose, he meant the photograph and not the underwriters; but our printer, by taking two impressions, has in large measure overcome the difficulties incident to screen-work relatively coarse as to the facial features which are necessarily small. We trust that the final success of the board thus organized, and still engaged in constitution-building, will make this picture of lasting commemorative interest.

T. EDWD. POPE.

The portrait of this gentleman makes him look older than he really is, but otherwise it is a good likeness of the manager of the new Pacific Coast department of the Pennsylvania Fire Insurance Company. Mr. Pope is 49 years old, and is a native of Illinois, but for twenty-two years past has been a resident of California. Though a college graduate, he began business life in mercantile pursuits, but his coming to California led him immediately into fire insurance, a profession for which he has proved himself eminently well fitted. Mr. Pope's underwriting experience covers twenty-two years of active life as bookkeeper, special agent and assistant manager.

HOMER A. CRAIG.

This gentleman is a Western man, being a native of Iowa, but as he has lived in California ever since he was 5 years of age, he may fairly be considered a "native son." Mr. Craig has been a local agent, special agent, adjuster and general agent, and his experience in fire under-



T. EDWD. POPE, Manager Pacific Department
Pennsylvania Fire Insurance Company

writing covers a quarter of a century. He is now, as related at length elsewhere, the general adjuster and special agent of the Pacific department of the Pennsylvania Fire Insurance Company. Few men in the business have a wider circle of friends in the field than Mr. Craig.

RUSSELL W. OSBORN.

We cannot say that our portrait of this gentleman does him exact justice. It seems to be a trick of the camera to give one a more "severe" expression than is natural, and still another trick of the "half-tone" apparatus to rob a man of some natural shade or line. Mr. Osborn is a genial gentleman, and if his picture does not suggest this fact then it is deficient. The engraving is a fine sample of the printer's art, and it is a very good likeness, as Mr. Osborn's many friends will say. Mr. Osborn is a native son of California, and was born in 1861. He began his insurance career in 1878, and has served as office boy, clerk and special agent. He is now superintendent of agencies of the Pacific department of the Pennsylvania Fire Insurance Company. Mr. O. is also the vice-president of the Fire Underwriters' Association of the Pacific.

New Offices of the Pennsylvania Fire.

Manager Pope of the new Pacific Coast department of the Pennsylvania Fire Insurance Company was fortunate in securing central, conveniently arranged and otherwise desirable offices at 436 California street, formerly occupied by a bank. The opportunity was a timely one. New cedar, redwood and mahogany furniture and capacious vaults make a handsome combination. President Benson selected one of the handsomest office-desks in the city for Manager Pope. Taken altogether, the equipments of the offices and the arrangement generally may well be cause for the department staff to congratulate themselves.

Well known men are in charge, namely: T. Edwd. Pope, manager; Homer A. Craig, general adjuster and special agent; Russell W. Osborn, superintendent of

agencies; Geo. Mel, accountant; Chester Deering, Geo. E. Faw, John H. Clinkscales, special agents. Messrs. Craig, Osborn, Deering and Clinkscales were recently connected with the Phenix of Brooklyn, which has reinsured its Coast business, farm excepted, in the Pennsylvania Fire. Geo. Mel is a well know office man and underwriter. Geo. E. Faw, formerly a local agent in the interior, has been doing special work for some time.

The Non-Intercourse Bugbear.

The situation in San Francisco has changed only relatively. The non-intercourse clauses have been modified and are now acceptable to former objectors, but several offices, on the contrary, which supported the former clauses are now dissatisfied and on the outside. The board has changed its membership, but does not seem to have advanced any nearer to a restoration of rates. The new objectors are Messrs. Devlin, Mullins and Watt. We have contrasted the two sets of non-intercourse clauses elsewhere in this issue, and to this comparison the attention of the reader is directed.

At the Monterey meeting a large majority voted for the non-intercourse sections which have recently been amended. It is now contended by several offices that this Monterey vote represented the real sentiments of a majority. The Hartford Fire stands on this original vote, and is now joined by the Royal and Queen, the Commercial Union and the Atlas. A principle is involved, it is said, which should not be sacrificed.

Thus the matter stands at the present writing, with a large majority in favor of the modified non-intercourse measures and a small minority opposed. What is to be done? We suggest that the responsible managers form a committee of five—Messrs. Belden, Devlin, Magill, Mullins and Watt—and agree upon something. The remaining offices have manifested a wholesome spirit of compromise, and will no doubt agree to anything satisfactory to these gentlemen.

As the COAST REVIEW has repeatedly said, there is nothing in this question of non-intercourse, however decided, which can in any way seriously affect the business, the premiums, or profits, of any of the dissatisfied offices. The opinions of the majority should be accepted without delay, and should have been accepted at the first, for that matter.

The present non-intercourse rules are satisfactory to a very large majority of the members of the board, and as they are stronger than any non-intercourse clauses in Eastern tariff association, we can not understand why companies operating under inferior rules in the East are not willing to accept those as amended by the Board of Fire Underwriters of the Pacific.

There is another point of view from which to consider this matter, and one which has not received the attention it merits. If iron clad non-intercourse is insisted on, will not the small outside companies pose as martyrs? Under the modified clauses they can hardly appeal to the general public as victims of a gigantic trust which refuses to have dealings with them on any terms.

Fire Insurance 100 Years Ago.

We take the following from a book of instructions printed about a century ago:

AVERAGE CLAUSE.

Merchandise when deposited in various Warehouses, may be assured without declaring a separate Sum on each Building, on the Agreement to the following Average Clause:

It is hereby declared and agreed, that in Case the Goods belong to the above Assured, in all the Buildings, or Places aforesaid, shall, at the breaking out of any Fire, or Fires, be collectively of greater Value than the Sum assured, this Corporation shall only pay, or make good to the Assured such a Proportion of the Loss or Damage, as the Sum assured shall bear to the whole Value of the Goods aforesaid at the Time when such Fire, or Fires, shall first happen.

N. B. The Clause must be written in the Policy.

GERMAN OR PIPE STOVES.

German or Pipe Stoves used in Shops or Warehouses for warming the same, in lieu of common Grates, are to be particularly noticed in the Policy—It is required that the Pipe is carried at least 14 Inches clear of any Timber or other combustible Material, and that the Stove is in all other Respects well secured. Where the Pipe exceeds three Feet in length, 1s. per Cent. above the ordinary Premium, is to be charged both on Buildings and Goods.

SUGAR HOUSES.

When regularly built, and warranted to have arched Stoves, with Iron Doors, and no Coakles, except what are in the Stoves, or inclosed in Brick, and to have no Metal Pipes from the Pan Chimnies, with a Clause declaring the Policy Void, in case any Muscovado, or clayed Sugar, be dried in Baskets, in any Stove or Stoves in the Premises. Rates, Buildings, 14s. Utensils and Stock 21s. per cent.

Coast Monthly Fire Insurance Losses.

CALIFORNIA.

Month	1896	1895	1894
January	\$ 9,654.9	\$ 103,457	\$ 152,580
February	153,146	149,517	323,808
March	161,448	113,842	179,778
First quarter	\$ 417,443	\$ 357,780	\$ 656,256
April	158,208	315,855	282,046
May	259,080	149,495	197,431
June . . . .	...	539,976	153,715
Second quarter	\$	\$ 957,236	\$ 604,892
First six months	1,315,692	1,315,692	1,260,348

ENTIRE COAST.

Month	1896	1895	1894
January	\$218,220	\$ 245,720	\$ 466,024
February	258,493	293,676	491,475
March	337,554	245,027	381,308
First quarter	\$ 814,477	\$ 835,323	\$ 1,278,807
April	331,936	477,235	459,131
May	305,021	218,059	327,783
June . . . .	...	613,805	302,175
Second quarter	\$	\$ 1,309,099	\$ 1,088,089
First six months	1,447,434	2,144,422	2,367,896

Extraordinarily small losses last month in the "outside territory."



HOMER A. CRAIG

General Adjuster and Special Agent Pacific Department
Pennsylvania Fire Insurance Company

The Firemen's Reinsures.

The Firemen's of Baltimore, represented by Manager Bertheau, has reinsured its Pacific Coast business, amounting to about \$12,000 premiums, in the Fireman's Fund, and will withdraw from this field.

Chips.

—Manager James of the Alliance is in the Yosemite Valley.

—The Continental's Coast losses are reported to us by Manager McDonald from Chicago.

—P. L. Davis of Vicksburg, Miss., special agent of the American Ins. Co. of Philadelphia, is spending a few weeks in California.

—Capt J. N. Knowles, California agent for the Boston Marine Ins. Co. died in San Francisco, of pneumonia, on Wednesday, June 10.

—Geo. H. Warfield, a prominent local insurance agent at Healdsburg, Cal., was married last week to Miss Harriet Seawell, a belle of the same city.

—Too Late.—The net loss of the Imperial at the iron works fire was \$1,000, not \$3,000 as printed in our loss reports. The Imperial's total Coast losses were therefore \$4,467 instead of \$6,467. These corrections were received after the May Fires had gone to press.

—The following came a few days ago to the manager of one of our leading companies from one of his special agents: "Mrs.

——— lately came up smiling and presented her husband with her ninth and consecutive annual baby boy as a token of her affection for our agent and an additional tribute of her desire to afford defense to her country's institutions. The aggregation is now known as the '——— Base Bawl Nine,' and as they are now a little short of names in the family my visit may cost me a silver mug or gold lined spoon, which will be duly charged to the company for bringing me, a newly married man, into so dangerous an atmosphere."

Insurance Commissioner Higgins has gone to Los Angeles to look after some "title" insurance schemes organized in the orange groves of the south.

—The Commercial Union Fire Ins. Co. of New York has been admitted to do business in California. C. F. Mullins has been appointed manager, and in a few days will be in a position to furnish policies in the new Commercial Union as well as the old.

—Samuel J. Pipkin, secretary of the Atlas Assurance Company of London, accompanied by his daughter, is spending his summer vacation in the United States. Mr. Pipkin and daughter visited San Francisco early this month, where they spent a week sight seeing. The party also visited Monterey and other points of interest in the state.

—Maj. James B. Day of Texas, formerly connected with the Washington Life, latterly with the Manhattan Life, has been appointed manager of the newly created Pacific Coast department of the Washington Life Insurance Company, and has assumed charge of the affairs of the company in this field, with offices in the Safe Deposit Building.

—The City Trust, Safe Deposit & Surety Company of Philadelphia, Pa., has been admitted to do a surety business in California. Geo. M. Mitchell, of the insurance firm of Smedburg & Mitchell, has been appointed general agent and attorney. Mr. Mitchell is well known to the business men of this city, and his new company is a good one.

—At the 71st annual meeting of the Scottish Union & National Insurance Company held in Edinburgh, May 6th, 1896, the chairman, in referring to the business of the company in America, paid United States Manager Bennett this compliment: "In particular, I should like to acknowledge the services of our friend Mr. Bennett, who conducts our business in the United States, and who has deservedly the reputation of being one of the most able and conservative of American underwriters."

—Manager Pardee, of the Fidelity & Casualty, is visiting the home office of his company and his many friends in New York.

—In the table of foreign office figures, on page 192 of our issue for May, the Transatlantic assets should have been \$1,688,479, not \$1,088,479.

—Major J. H. Morgan, executive special from head office of the "old" Manhattan Life, is spending a few months on the Coast, where he will assist Manager John Landers in convincing Coast people what good contracts the Manhattan sell.

—Alaska has been added to the territory covered by the Pacific department of the Liverpool & London & Globe Insurance Company. Col. Kinne, assistant secretary, goes north on July 3, and will unite business and pleasure in looking over "the ground" and the glaciers.

—When we invited Eastern and European and Antipodean managers to visit San Francisco, in the May COAST REVIEW, we neglected to tell them to bring their overcoats. The rigor of a San Francisco summer in June and July can be endured only with the aid of a "top coat."

—Henry K. Field, general agent New England Mutual Life, has so far recovered from his accident of a few months ago as to attend to his business at the office and elsewhere. Mr. Field is now in the Yosemite Valley, where the state commissioners (of which he is one) are holding their annual meeting.

—The Fire Underwriters' Clerks' Association held a meeting at the board rooms on Monday evening, May 25. The meeting was well attended. Mr. R. W. Osborn gave a very interesting and instructive address on general topics. The next meeting will be held on the evening of June 15th. Mr. C. M. Nichols will talk to the boys upon his experience in the capacity of surveyor of the Board of Underwriters. His address should be particularly entertaining, and might be listened to with profit by many field men.

—F. J. Devlin, manager of the Atlas, visited Chicago last month.

—The plate glass insurance companies had a nice little bill to pay at St. Louis.

—Grain insurance business in California is being written at "35c. for the season." Former board rate 5 $\frac{1}{2}$ short rates.

—Manager Dunphy of the Home Life will be found in future in the Emporium building on Market street, in elegant offices on 2nd floor over main entrance.

—The Pacific Mutual's new New York department, under the management of A. A. Mosher, is already making a fine showing. In the first ten days \$200,000 new life business was sent to the home office.

—Hermann Nathan of the firm Nathan & Kingston, city agents Royal Exchange, is visiting his parents in the old country. Mr. Nathan will visit the principal cities of Europe and will be absent about four months.

—It would seem to the average mind that local agents in California would prefer a uniform 15% rate of commission on a hundred dollar premium rather than a 25 or 30% on a forty dollar premium, but they seem to "don't."

—The Home Mutual Ins. Co. of this city is conservatively extending its agency system throughout several Eastern states through Managers Chard of Chicago and Kellogg of Boston, who look after the Fireman's Fund's interests in "The States."

—Joseph Bridgman of Muscatine, Iowa, celebrated his 50th anniversary as local agent of the Aetna Ins. Co. of Hartford on May 1, 1896, having been appointed agent May 1, 1846. General Agent Wyman, at Omaha, remembered the occasion by letter in which he says: "Acting for the company, we take pleasure in forwarding to-day the testimonial of a loving cup, which we hope will please you and remind you of the pleasant associations of the half century which has passed."



RUSSELL W. OSBORN
Superintendent of Agencies, Pacific Department
Pennsylvania Fire Insurance Company

—English companies have been writing off largely on "Australian loans."

—The Insurance Institute of New South Wales seems to have exhausted the subject of insurance. The president in his annual address scarcely mentions it, but devotes pages to socialism. Perhaps the proposed state fire insurance departments are responsible for so strange an address by an insurance man at a meeting of insurance men.

—The American Surety Company has leased the Schermerhorn building on Broadway and Pine streets, New York, of John Jacob Astor for ninety-nine years at \$75,000 a year, beginning May 1. Thus ends the controversy over the projecting cornices of the American Surety Building, on account of which Mr. Astor threatened to raise the Schermerhorn building twenty stories and shut out the light of 140 windows in the company's building.—*Weekly Underwriter*.

—The people who insure their property and lives are especially benefiting the state, and should not be specially taxed for being better citizens than those who with less prudence and forethought neglect to provide themselves with the important safeguards insurance offers and thereby not only escape this special tax but too often throw the whole burden of providing for the dependents upon the state and thus impose additional burden upon the prudent and better citizen.—*Commissioner Fricke, Wis.*

—The *Insurance Journal* of Hartford, which has "been struggling with a linotype since January," says that the only time the paper has been out on time was when the machine broke down entirely. The type-setting machine is a success only on daily newspapers, where there are machines in reserve, and nice correct work is not demanded. The linotype machine is said to have so decreased the demand for "body type" that the big type trust is virtually bursted, the stock selling for a very small sum. We have been looking for a type foundry fire.

—Window signs in Chicago and St. Louis: "Tornado insurance at cut rates."

—The Wisconsin insurance department says the most satisfactory examination of the year was that of the Northwestern Mutual Life Ins. Co.

—General Agent Clarence M. Smith, of the Northwestern Mutual Life, has gone to Milwaukee to attend the annual meeting of the company on the 15th of this month.

—The Mutual Life publishes its experience in accidental mortality for ten years. Out of 17,375 deaths, 750 or less than 4½ per cent. were caused by casualties. There were 76 homicides, all but 3 west and south of Pennsylvania. Railroad accidents caused 120 deaths; drowning, 118; falls and falling bodies, 119; horses, wagons, etc., 84; gases, only 11. People who insure their lives do not blow out the gas. Only 39 persons were killed as passengers on trains; and only 25 by machinery, tools and elevators. From which the too hasty conclusions may be drawn, that working people do not insure, and that the people who do insure ride in "palace" sleeping-coaches.

—From a New York daily paper: The Hon. Jno. A. McCall, President of the New York Life Ins. Co., with a number of other well known New Yorkers, recently made an investigating tour of the Atchison, Topeka & Santa Fe system. He says he found the people of the West as hospitable a lot of folks as one would care to meet. "For instance," said Mr. McCall, "at one place where our party stopped one morning we were invited to witness a hanging. The sheriff called on us and was very solicitous that we should be present. It was then nine o'clock and the hanging had been set down for eleven. We told the sheriff that we were making a rushing visit and could not waste the two hours that intervened. 'Oh,' said he, in reply, 'that won't make no difference at all, I reckon. I'll just tote the prisoner out and hang him now and he won't mind. I know he won't. Just say the word. He would like to have some distinguished Easterners in at his last event.' We begged off and the prisoner had two hours more of life. But it was a mighty accommodating proposition, wasn't it?"

—No man under 40 can afford to insure in the A. O. U. Workmen. Bear that in mind.

The Royal Arcanum reports an increase of membership from 159,307 to 174,000. Bargain-hunters prefer this and the Macabee order to the A. O. U. W., seemingly.

—First the Victoria, now the Colonial, of New York. By St. George! we may next expect a Prince Albert insurance company to be organized in New York. After which they will all enter the United States and compete for business with the new Methodist Mutual Cutaway.

—Assessment policies should have printed upon them in plain type the words "assessment contract," and should state also the annual amount charged, per thousand of insurance, for expenses, and if embodied in the premium should be separated from it and its exact amount stated. —*Commissioner Fricke, W's.*

—After three years of litigation the insolvent Life & Annuity Association of Oakland (formerly the Oakland Endowment) has been wound up. There were \$70,000 liabilities and less than \$4,000 assets. The attorneys and receivers got \$3,193, and the creditors got \$731, or 1 per cent. of their claims. This humbug and fraud was exposed and repeatedly denounced by the COAST REVIEW. One Jordan, ex-legislator and a big gun in A. O. U. W. circles, was the controlling spirit in this endowment fake.

—Commissioner Fricke of Wisconsin refused to re-license the National Accident Society of New York, because of its contract with an investment company, similar to the late U. S. Mutual Accident contract. Secretary Barnum says the refusal was based on a different reason, to-wit: the refusal of the society to pay the commissioner \$150 for his examination fee. It seems hardly possible that an official like Mr. Fricke would have departed so widely from the principles and practices of state insurance as to present so small a bill for his services.

Received: Yerkes Insurance Directory of Chicago, by C. S. Yerkes, 177 La Salle st.

—Received: Insurance Institute of Victoria. Proceedings. Session 1895: compliments of F. F. Leslie. Papers generally very readable.

—Commissioner Lambert of Pennsylvania announced the admission of seventeen mutuals in a year. The Denver Mutual Cyclone is one, though the only cyclones in Denver are political.

—Wm. N. Kremer has been elected secretary of the German-American Insurance Co., succeeding the late Mr. Newell. The new secretary has for the past ten years been manager of one of the company's departments, with headquarters in Philadelphia.

—The Chicago *Times-Herald* says that "an inside point from Hartford is to the effect that the people connected with the Ætna Life have acquired an enormous aggregate of Travelers' stock and may get control of the company at the next election early in 1897."

—The Continental now has no commission general agencies. It has virtually only two departments, to-wit: the home office in New York, dealing directly with the New England, Middle and Southern states, and the Western department at Chicago, under Manager McDonald and Assistant General Manager Kline, in charge of the Western and Pacific states.

—J. W. G. Cofran and R. M. Bissell have been appointed managers of the Western department of the Hartford Fire Ins. Co., at Chicago, under the firm name of Cofran & Bissell, succeeding the late P. P. Heywood. Mr. Cofran is a well known graduate of Pacific Coast underwriting, who recently left this field to accept the position of assistant manager of the Chicago office of the Hartford. Mr. Bissell, we understand, is the son of the former manager, the late George F. Bissell. Both members of the new firm are experienced underwriters.

Heavy fire losses in Texas in the past fortnight.

—The Aachen & Munich will establish a branch in England. Agencies will also be opened in India and South Africa.

—The Eastern press has discovered "Herbert" J. Grant, and further that this distinguished product of Utah is about to organize a life insurance company, and thus fill a long felt want.

—Proceedings of Twentieth Annual Meeting of the Fire Underwriters' Association of the Pacific: published by the association, Louis Weinmann, secretary. The printed proceedings of the February meeting make a book of about 160 pages, full of bright papers and discussions. Every live local agent on the Pacific Coast ought to send 50 cents to Sec. Weinmann for a copy. "And don't you forget it!"

—At a recent fire in the suburbs of Oakland, Cal., the fire department volunteered its services, but on approaching the vicinity of the blaze, was turned back by the assertion of a too officious neighbor who said there was no hydrant near. The good obliging neighbor was mistaken. The hydrant was there, and if he had kept his mouth shut the fire department would have saved the house and one insurance company would be \$1,000 richer. Moral: present the Oakland fire department with a diagram of suburban hydrants.

—The London salvage corps was organized in 1866. W. Swanton was the only member, and he attended fires as "superintendent of brigade," taking a cab or getting a "lift" on the engines. Soon the staff was increased to twelve permanent men and forty auxiliaries, with such limited appliances as "a few yards of new water-proof sheets, about two dozen old military tent sheets (bought second-hand), sponges, brooms and scoops." There are now three stations, employing 101 men. Thirty-six offices contribute £5,833 all told to the support. There are other expenditures, for watchmen, auxiliary help and pensions.

The New England Burglary now issues a bicycle-theft policy.

—Received: *Argus* Comparative Chart. Western States: Rollins Pub. Co., Chicago. Price one dollar.

—The New York court of appeals rules in an accident case, that the beneficiary must prove that death ensued from an accident.

—The insurance on a Kentucky church was not renewed, because of hard times, and a few days later the building was struck by lightning and burned to the ground.

—A Chicago underwriter has just found out that the bicycle fad has seriously affected the livery business! and announces the discovery in his semi-occasional once-in-a-while paper. And this Chicago man prides himself on his up-to-dateness!

—The Texas court of civil appeals has ruled that in the case of the valued policy law the policy clause permitting a rebuilding of the house when destroyed by fire, on the election of the company, is in conflict with the terms of the statute, which does not provide for rebuilding. This decision is further encouragement of incendiarism.

—In the *Spectator's* decade of sixty millionaire companies the Fireman's Fund is prominent among profit-makers with the figures \$844,461 to its credit. Of the twenty-four profit-makers the Fireman's Fund ranks five. The twenty-four fortunes include in the order given: Liverpool & London & Globe, Ætna, Hartford Fire, Germania, Firemans Fund, Royal, Springfield, National of Hartford, Commercial Union, Franklin, Fire Association, London & Lancashire, American of Newark, German-American, Glens Falls, Williamsburg City, Hamburg-Bremen, Westchester, British America, Milwaukee Mechanics. The Liverpool & London & Globe leads in premiums, with Insurance Company of North America a very close second.

—Persons having Lloyds policies are in a peck of trouble, and each day makes it worse. They cannot get return premium on the policies, cannot hear from the brokers who placed the risks, and, in event of loss, these so-called policies contribute with the stock companies on the same risk. If the legislature were in session at the present time, it would be no trouble to pass an anti-Lloyds bill of the severest nature, and it is possible such a bill will be presented at the next meeting in January. *Correspondence Insurance Press.*

—The Whitlach Case.—The insured lived at a hotel in San Francisco, but he was found dead in a lodging-house, with a pistol-shot wound in his head, and his own pistol, with one chamber empty, lying at his side. Deceased was insured for \$10,000, self-inflicted injuries excepted. The first trial of the case resulted in a judgment for the insurer, the Fidelity & Casualty, but this judgment was reversed. The second jury failed to agree, and the third jury found for the plaintiff, the wife. The judge charged the jury that the burden of proof lay with the company to show that the insured committed suicide. The deceased was a citizen of Brooklyn, N. Y., and the case was finally taken to the court of appeals of that state, on exceptions to the above charge to the jury. The court now holds that these exceptions were well taken, and that on the plaintiff the burden of proof rested to establish by preponderance of evidence a prima facie case of accident; further that where there is "an even balance" the jury must find for the company.

Directory of Coast Field Men.

Attached Field Men.

VACHEN & MUNICH.

O. N. Hall, 204 Sansome street, S. F.
C. G. Yates, Los Angeles, Cal.
L. F. Lamping, Portland, Or.

ATLAS ASSURANCE.

E. J. Jolly, Denver, Colorado.
William Manning, 309 Sansome street, S. F.

ETNA.

Ed. C. Morrison, 514 California street, S. F.
Louis Mel, 514 California street, S. F.
W. L. Gazzam, Seattle, Wash.

BALFOUR, GUTHRIE & CO.'S AGENCY.

L. B. Edwards, 323 California street, S. F.
R. De Lappe, 323 California street, S. F.
F. G. Argall, 323 California street, S. F.
H. McD. Spencer, Portland, Or.
Chas. A. Tait, Los Angeles, Cal.

CESAR BERTHEAU'S AGENCY.

A. W. Thornton, 210 Sansome street, S. F.

BRITISH AMERICA AND WESTERN.

E. L. Thompson, Portland, Or.
R. H. Magill, Oakland, Cal.

EDWARD BROWN & SON.

T. J. A. Tiedeman, 407 Montgomery st., S. F.
W. H. Hill, 407 Montgomery street, S. F.
N. B. Whitley, Seattle, Wash.
W. H. Gibbons, Salt Lake City, Utah.

BUTLER & HALDAN AGENCY.

B. C. Dick, 413 California street, San Fran.
C. S. Spinney, 413 California street, S. F.

CONTINENTAL.

D. W. Graves, P. O. Box 2536, San Fran.

COMMERCIAL UNION.

W. P. Thomas, 301 California street, S. F.
A. T. Von Etlinger, 301 California st., S. F.
E. T. Neibling, Portland, Or.

CHAS. CHRISTENSEN'S AGENCY.

Frank C. Story, 317 California street, S. F.
W. A. Frazer, 317 California street, S. F.

ROBERT DICKSON'S AGENCY.

J. E. Hendry, 501 Montgomery street, S. F.
Guy Francis, 501 Montgomery street, S. F.
John Marshall, Jr., 501 Montgomery st., S. F.
Edward Hall, Portland, Or.
R. M. Thomson, Los Angeles, Cal.

FIREMANS FUND.

F. H. McElhone, Dallas, Texas.
F. G. White, Denver, Colorado.
G. F. Ashton, Spokane, Wash.
R. P. Fabj, Portland, Or.
L. M. Seaton, Los Angeles, Cal.
G. H. Mendell, Jr., 401 California st., S. F.
R. D. Hunter, 401 California street, S. F.

GERMAN-AMERICAN.

Chas. R. Thompson, Portland, Or.
Harry Benner, 435 California street, S. F.
T. H. Williams, Los Angeles, Cal.

HAMBURG-BREMEN.

Harry C. Boyd, 415 California st., San Fran.

HARTFORD.

J. J. Agard, 313 California street, San Fran.
John M. Holmes, 313 California street, S. F.
Thomas J. Conroy, Portland, Or.

HOME MUTUAL.

W. B. Westlake, 318 California street, S. F.
N. C. Farnum, 318 California street, S. F.
R. P. Fabj, Portland, Or.
G. F. Ashton, Spokane, Wash.
E. E. Eitel, 404 S. Broadway, Los Angeles,

INS. CO. OF NORTH AMERICA.

J. K. Hamilton, 412 California street, S. F.
C. O. Scott, 412 California street, San Fran.
M. H. Merrill, Portland, Or.

LANCASHIRE.

Walter M. Speyer, 322 California st., S. F.
C. O. Hawley, Los Angeles, Cal.

LIVERPOOL & LONDON & GLOBE.

R. G. Brush, 422 California street, S. F.
E. G. Sprowl, Tacoma, Wash.

LONDON & LANCASHIRE.

W. B. Hopkins, 315 Montgomery street, S. F.
Sidney H. Smith, 315 Montgomery st., S. F.
Sam. B. Stoy, Portland, Or.
J. K. Urmston, Los Angeles, Cal.

LONDON & NORTHERN.

Frank L. Hunter, 221 Sansome street, S. F.
F. C. H. Robins, 221 Sansome street, S. F.

MAGDEBURG.

Leslie Bates, 303 California st., San Fran.

NATIONAL & SPRINGFIELD.

Leslie H. Lord, 409 California street, S. F.
Hiram H. Lee, Denver, Colorado.
B. B. Broomell, Tacoma, Wash.
John C. Dornin, Everett, Wash.

NORTH BRITISH & MERCANTILE.

W. H. Bagley, 212 Pine street, San Fran.
Edward Niles, "
J. D. Coleman, Portland, Or.

NORTH GERMAN.

J. H. Ankele, 225 Sansome street, San Fran.

NORWICH UNION.

J. L. Fuller, 308 Pine street, San Francisco.
R. H. Delafield, 308 Pine st., San Francisco.

PALATINE.

Henry T. Fennel, 439 California street, S. F.
Thomas J. Duffy, 439 California street, S. F.
Edward O. Hughes, Denver, Colorado.
F. J. H. Manning, Portland, Or.

PENNSYLVANIA FIRE.

Homer A. Craig, 436 California street, S. F.
Chester Deering, 436 California street, S. F.
J. H. Clinkscales, San Diego.
Geo. E. Faw, 436 California street, S. F.

PHENIX & HOME.

Paul M. Nippert, San Francisco, Cal.

Harry L. Roff, San Francisco, Cal.

A. P. Sinclair, Salt Lake City, Utah.

Junius Young, "

E. E. Casady, "

A. F. Gartner, Portland, Or.

Wm. Church, Jr., "

W. H. Bonsall, Los Angeles, Cal.

ROYAL AND QUEEN.

John T. Fogarty, 502 Montgomery st., S. F.

F. M. Gilcrest, Oakland, Cal.

Jas. N. Reynolds, 502 Montgomery st., S. F.

Wm. Maris, 502 Montgomery st., S. F.

H. R. Burke, Portland, Or.

SCOTTISH UNION AND ORIENT.

Leslie A. Wright, 420 California st., S. F.

James H. Morrow, 420 California st., S. F.

SUN, IMPERIAL & LION.

W. A. Mathews, 205 Sansome street, S. F.

W. B. Foster, 205 Sansome street, San Fran.

E. C. Johnson, 205 Sansome street, S. F.

W. H. Raymond, Portland, Or.

TRANSATLANTIC.

D. M. McVean, 213 Sansome street, S. F.

UNION ASSURANCE.

Harry H. Smith, 406 California street, S. F.

Dixwell Hewitt, 406 California street, S. F.

WESTCHESTER.

A. R. D. Patterson, 215 Sansome st., S. F.

Independent Adjusters and Special Agents.

A. R. Gurrey, 401 California street, S. F.

E. P. Farnsworth, 401 California street, S. F.

R. H. Nauntun, Safe Deposit Bldg., S. F.

D. B. Wilson, "

J. D. Lavery, 423 California street, S. F.

Calvert Meade, 106 Leidesdorff street, S. F.

A. A. Andre, 221 Sansome street, San Fran.

Adolph Wenzelburger, 508 Californ. st., S. F.

William L. Chalmers, Portland, Or.

B. D. Smalley, Seattle, Wash.

Alfred A. Jones, Los Angeles, Cal.

Amos F. Sewell, 210 Sansome street, S. F.

PHENIX



Insurance Company

OF BROOKLYN, N. Y.

CASH CAPITAL - - - - - \$1,000,000.00

Assets January 1st, 1896, \$5,739,044.00 | Losses Paid, over \$55,000,000.00

GEO. P. SHELDON, President

C. C. LITTLE, Vice-President and Secretary

EUGENE HARBECK, General Agent Western Department

205 La Salle St., Chicago, Ill.

JOHN C. MOONEY, Denver, Colorado, Special Agent for Colorado, Wyoming, New Mexico, Utah, Montana

Our San Francisco Insurance Directory

Directory of San Francisco Fire and Marine Insurance Agencies.			<i>Tele- phone</i>	<i>General Agents and Companies.</i>	<i>Address.</i>
				1991 DUTTON, WM. J. Ins. Co. State of Penn., Phila. Rhode Island Underwriters Union, Phila.	401 Calif.
<i>Tele- phone</i>	<i>General Agents and Companies.</i>	<i>Address.</i>		1991 FIREMAN'S FUND INS. Co.	401 Calif.
5107	BAILEY, JAS. D. Ins. Co. North America	412 Calif.		1015 W. H. C. Fowler Austrian Phoenix	411 Calif.
201	BALFOUR, GUTHRIE & CO. (Geo. W. Spencer, Manager) American, N. J. Manchester, Eng. Caledonian, Edinburgh	323 Calif.		1632 GRANT, GEO. London Assurance, London Northern Assurance, London	221 Sans.
331	BALFOUR, GUTHRIE & CO. . . (A. H. Small, Manager) British & Foreign Marine Yard & Co., Shanghai	316 Calif.		71 GRANT, TOM C. North British & Mercantile Greenwich, N. Y.	212 Pine
351	BELDEN, H. K. Hartford Fire N. Y. Underwriters Agency	313 Calif.		GRAVES, D. W., Special Agent, Continental, New York	P. O. Box 2536
372	BERTHEAU, CESAR Hanover, N. Y. Firemens, Md. Prussian National Fire Association, Phila.	210 Sans.		288 GUTTE & FRANK Magdeburg, Germany Wilhelma, Germany National Marine, London Federal Marine, Switzerland Associated Assurance Co's	303 Calif.
427	BOARDMAN, GEO. C. Aetna, Hartford	514 Calif.		433 GRANT, H. M. British America Western, Toronto	423 Calif.
5414	BROMWELL, L. L. Milwaukee Mechanics, Wis.	410 Calif.		38 HARRISON, WM. GREER . . . Thames & Mersey Marine	305 Calif.
1842	BROWN & SON, EDWARD . . . American, Phila. Svea, Sweden	407 Montg		666 HAVEN, CHAS. D. Liverpool & London & Globe	422 Calif.
684	BUTLER & HALDAN Phoenix, London Providence-Washington, R. I.	413 Calif.		1184 HEROLD, JR., RUDOLPH . . . Hamburg-Bremen	415 Calif.
1466	CALLINGHAM, W. J. Scottish Union, Edinburgh Orient, Hartford	420 Calif.		1086 HOME MUTUAL INS. CO. . .	318 Calif.
681	CATTON, BELL & CO. Union, London	406 Calif.		208 JAMES, N. T. Alliance, London	416 Calif.
193	CHRISTENSEN, CHAS. American-Central, St. Louis St. Paul	317 Calif.		336 LANDERS, WM. J. Imperial, London Lion, London Sun, London	205 Sans.
321	CRAIG, HUGH New Zealand, Auckland	312 Calif.		306 LATON, CHAS. A. Palatine, Eng.	439 Calif.
5968	DAVIS & SON, J. B. F. Standard Marine, Liverpool	407 Montg		5710 LOWDEN, W. H. Norwich Union	308 Pine
1886	DEVLIN, FRANK J. Atlas, London	309 Sans.		746 MACDONALD, WM. London & Lancashire, Eng.	315 Montg
698	DICKSON, ROBT. Connecticut, Hartford Royal Exchange, London	501 Montg		1034 MAGILL, A. E. Home, N. Y. Phoenix, Hartford	325 Calif.
822	DORNIN, GEO. D. National, Hartford Springfield, Mass.	409 Calif.		169 MANN & WILSON Lancashire, Eng. St. Paul (Marine) La Fonciere Marine L'Universo Marine	322 Calif.
5417	DRIFFIELD, V. C. Transatlantic, Hamburg	213 Sans.			

Our San Francisco Insurance Directory

<i>Tele- phone</i>	<i>General Agents and Companies.</i>	<i>Address.</i>	<i>Tele- phone</i>	<i>General Agents and Companies.</i>	<i>Address.</i>
538	MAXWELL, J. D.	421 Calif.	1384	FOWLER, E. S.	Mills Bldg
	Continental, N. Y.			Preferred Accident, N. Y.	
1554	MULLINS, C. F.	301 Calif.	699	GARNISS, JAS. R.	349 Sans.
	Commercial Union, Eng.			American Surety, N. Y.	
1015	OKELL, DONNELL & CO. . . .	411 Calif.	1666	GRAY, JOHN H.	412 Montg
	General, Trieste			Washington Life, N. Y.	
5562	POPE, T. EDWD.	436 Calif.		HARMON, JR., A. K. P.	Mills Bldg
	Pennsylvania			Connecticut Mutual Life	
5136	POTTER, ED. E.	508 Calif.		Hartford	
	Franklin, Phila.		1609	HASKELL, W. W.	Mills Bldg
	Williamsburg City, N. Y.			Travelers, Hartford	
1692	SPENCER, D. A.	215 Sans.		HOUGHTON, H. B.	Safe De-
	Westchester, N. Y.			Ætna Life (& accident) Conn.	posit Bldg
	SPEYER, WALTER	225 Sans.	1684	JACOBS, W. A.	Mills Bldg
	North German, Germany			Germania Life	
5810	SYZ & CO.	410 Calif.	5206	KILGARIF & BEAVER	508 Montg
	Helvetia Swiss			Pacific Mutual Life	
	Baloise, Switzerland			LANDERS, JOHN,	240 Montg
	Swiss Marine Combined.			Manhattan Life, N. Y.	
5359	TYSON, GEO. H.	435 Calif.		LEAVITT, W. C.	419 Calif.
	German-American, N. Y.			Union Mutual Life, Me.	
1666	TURNER, GEO. W.	412 Montg	1696	McLANE, CHAS.	Mills Bldg
	Northwestern National			New York Life, N. Y.	
5577	VOSS, CONRAD & CO.	304 Sans.	169	MANN & WILSON	322 Calif.
	Aachen & Munich Fire			Hartford Steam Boiler	
	Frankfurt Marine			Metropolitan Plate Glass.	
	Bavarian Lloyd Marine		538	MAXWELL, J. D.	421 Calif.
113	WATT, ROLLA V.	500 Montg		London Guarantee & Accident	
	Royal, Liverpool			New York Plate Glass	
	Queen, New York			U. S. Casualty	

San Francisco Life, Accident and Miscellaneous Agencies.

<i>Tele- phone</i>	<i>General Agents and Companies.</i>	<i>Address.</i>			
	ARCHIBALD, JAS. F. J.	303 Calif.	1015	OKELL, DONNELL & CO. . . .	411 Calif.
	Union Central Life, Cincinnati			Employers' Liability, London	
				New England Burglary	
529	BORLAND, JAMES H.	Tele Bldg	750	PACIFIC MUTUAL LIFE, S. F.	508 Montg
	National Surety Co.		621	PACIFIC SURETY CO., S. F.	308 Sans.
5017	CADMAN & KITTLE	307 Calif.	659	PARDEE, S. C.	Mutual
	Standard Life and Accident			Fidelity and Casualty, N. Y.	Life Bldg
195	CRISTENSEN, CHAS.	317 Calif.		PARKER, C. M. T.	214 Pine
	Lloyds Plate Glass, N. Y.			Massachusetts Mutual Life	
5244	DUNPHY, W. H.	Parrott Bldg		PRATT, GEO. C.	405 Montg
	Home Life, N. Y.			Provident Savings, N. Y.	
970	EQUITABLE LIFE	Crock'r Bldg	5161	SMITH, CLARENCE M.	Phelan Bldg
				Northwestern Mut., Milwaukee	
1703	FIELD, H. K.	Mills Bldg	1739	STOLP, G. M.	Crock'r Bldg
	New England Mutual Life			National Life, Vt.	
1376	FORBES & SON, A. B.	Mutual Life Bldg	5577	VOSS, CONRAD & CO.	304 Sans.
	Mutual Life, N. Y.			Frankfort Acci. & Plate Glass	
				Fidelity & Deposit Co.	

—The Manchester has begun business in several additional Southern states.

—E. A. Grant, an "executive special" in the Kentucky field, has been found guilty of rebating by Referee Russell, and has been dismissed by his company.

—Liability insurance rates have been revised and generally reduced.

—San Francisco has had a thunder and lightning storm, but no building was struck. Eastern visitors are held responsible for the phenomenon.

ALFRED ALLAYNE JONES

ADJUSTER OF LOSSES

SPECIAL AGENT

In Southern California, Arizona,

New Mexico and Texas

OFFICE: 150 South Broadway,

LOS ANGELES, CAL.

KILROY'S NEW PALESTINE AGENCY

At PHOENIX, ARIZONA.

TO ACCOMMODATE ITS PERSONAL FRIENDS being brought into the valley through its agency to be engaged in the different pursuits and callings, wants the agency of one first-class company each of the following lines, viz: First-class LIFE, FIRE, ACCIDENT, EMPLOYERS' LIABILITY AND PLATE GLASS, AND SURETY COMPANY. (The latter four are not represented in Phoenix.)

From the readers of the COAST REVIEW and their friends we invite correspondence, as we offer SIXTY select tracts of 2½ acres each (one of the loveliest tracts in the Valley: street cars running to the property), half mile from the city, for Eastern wealthy homes.

Sold on subscription only at \$800.00 each.

Address, J. A. KILROY,

Room 513 Fleming Block, Phoenix, Arizona.



For Fire Insurance.

Assets in United States \$2,836,236 28

Net Surplus \$ 568,320 47

Writing Large Lines On Desirable Business.
Applications for Agencies or Information should be addressed

For Eastern and Middle States:

WILLIAM BELL, (Joint Managers.

WILLIAM WOOD.

WILLIAM M. BALLARD, Branch Sec'y.

21 Nassau St., (Equitable Bldg.), New York.

For Western States:

GEORGE M. FISHER, Manager.

205 La Salle Street, Chicago, Ill.

For Southern States:

FINLEY & JANVIER, Managers,

308 Camp Street, New Orleans, La.

For Pacific Coast:

CHARLES A. LATON, Manager,

439 California Street, San Francisco, Cal.

J. S. Winchester,



ATTORNEY
AND
COUNSELOR AT LAW,

Correspondence Solicited.
References on Application.



Sherlock Building,
PORTLAND, OREGON.

Makes a . . .
Specialty of
Insurance .
Law . . .

THE COAST REVIEW

A MONTHLY JOURNAL

Devoted to all kinds of Insurance that INSURES. Published on the Fifteenth of every Month.

*
*
*

PER YEAR . . . \$3.00
PER COPY . . . 25 cts.

Postage added to Foreign Subscriptions.

J. G. EDWARDS, Proprietor,
Pacific Mutual Building, San Francisco.
Telephone No. 1530.

VOL. 50.

JULY, 1896.

No. 7.

Six Months' Index For Life Insurance Men.

Order of Chosen Friends	January Coast Review	Page.
Mutual Reserve Fund	January	17
California Life Business	"	24
Equitable Life Statement	February	
Pacific Mutual Life Statement, colored page	"	72
Bankers Life Association of Minn.	"	47
Life Insurance in California, 1871-95.	"	49
Fraternal Life Association	"	58
Bankers Alliance in California	"	71
Ætna Life Statement	"	75
Mortality Cost, groups of years	March	90
Life Claims Resisted, 30 years	"	91
National Life Statement, red leaf.	"	102
Bankers Alliance of Los Angeles	"	105
Mutual Life Statement, colored page	"	110
Connecticut Mutual Statement	"	111
Travelers Statement	"	112
Union Central Statement	"	113
California Assessment Ins., 1895	"	102
United Brethren Mutual Aid (failure)	"	100
Modern Woodmen	"	94
New England Mutual Statement, colored page	"	86
World's Life Insurance	April	121
Foresters Mutual Life Association	"	122
New Zealand Government Life Office	"	122
California Asses't Insurance in force	"	124
Penn. Mutual Technical Defense	127-139	
Life Insurance Written	"	134
Life Companies' Figures	"	135
Bankers Alliance Old Men	"	139
Covenant Mutual Benefit	"	140
Order of Maccabees	"	140g
Bankers Alliance	"	140h
Life Business in Oregon	"	142
Massachusetts Benefit Life Ass'n	"	143
Bankers Alliance	May Coast Review	

Independent Order Foresters	May	166
Penn Mutual	"	167
Life Companies on Coast, Table of	"	168
Bankers Alliance Statement	"	173
Ex-Commissioner Wilson's Endorsement	"	175
Mutual Reserve Fund	"	175
Fraternal Life Insurance	"	183
Penn Mutual	"	186
A. O. U. W. in Oregon	"	190
Mutual Reserve Fund	"	192
Massachusetts Benefit Life	"	200
Seven Years' General and California Figures	June	226
Provident Savings colored page statement	"	242
Results of American Life Insurance	"	243
Penn Mutual Litigation	"	247

Our Digest of Recent Insurance Decisions.

AMERICAN STATE SUPREME COURTS AND FEDERAL DISTRICT AND SUPREME COURTS.

Fire.

99. Turnbull v. Home F. Ins. Co., Md. C. A., 34 A. R. 875.

GASOLINE.

Where the defense to an action on a policy was a breach of a condition for forfeiture in case gasoline was kept on the premises, evidence that the fire was not caused by gasoline was irrelevant.

Where a policy provides for forfeiture in case the insured conceals any material fact, or if gasoline be used on the premises, the failure of the broker employed

by the insured to procure the insurance to acquaint the insurer with the fact that gasoline is to be used will avoid the policy.

Where it appeared in an action on a policy providing for forfeiture in case gasoline was kept on the premises, that an adjoining building, belonging to the insured, was insured in another company, and rated at a certain price per hundred, which rate included a charge for gasoline, evidence that such was not an unusual rate was admissible to rebut plaintiff's claim that defendant, being a member of the association which had rated the adjoining property, and having issued its policy at the same rate, was affected with constructive notice that gasoline was to be used, and thereby waived the condition against its use.

Where a policy provides for forfeiture in case gasoline be used on the premises without a written permit indorsed on the policy, the fact that such policy is issued at a rate fixed on an adjoining building, belonging to the insured, by an association of which the insurer is a member,—the rate for the adjoining building including a charge for gasoline,—will not estop the insurer from claiming a forfeiture for a breach of the condition against the use of gasoline on the ground that it had constructive notice of such use.

Where a policy provides for forfeiture in case the insured conceals any material fact, or if gasoline be used on the premises, any constructive notice which the insurer may have that gasoline is used on the premises will not prevent a forfeiture for the failure of the insured to acquaint the insurer of such fact.

° ° °

100. *Warren v. Springfield F. & M. Ins. Co.*,
Tex. C. C. A., 35 S. W. R. 810.

INTEREST OF HUSBAND.

Where a husband builds a dwelling on land which is the separate property of his wife, and they occupy it as a homestead, his interest is not "other than entire, unconditional, and sole ownership of the property," within the meaning of a policy on the building issued to him.

PROOFS.

Where a policy is issued to a husband on a building constituting his homestead, and before any loss occurs he abandons his wife, she and a married woman to whom the loss is made payable, and her husband, may make proof of loss, though the policy provides that if it is made payable in case of loss to a third party, or held as collateral security, proofs of loss shall be made by the party originally, insured.

° ° °

101. *Stapleton v. Greenwich Ins. Co.*, N. Y. City C., 38 N. Y. Supp. 973.

"VACANT AND UNOCCUPIED."

A house which, for several months before loss, contained nothing but a blanket or two, and was merely visited twice a day by the owner's employe, was "vacant and unoccupied," within the provision of a policy, avoiding the insurance if the house should be vacant and unoccupied for 10 days.

* * *

Marine.

102. When insurance is not on the voyage, but for the voyage, damage to the cargo resulting from a protracted voyage is not sea peril.—*Perry v. Cobb*, 34 A. 278, 88 Me. 435.

° ° °

103. In an action upon a policy of marine insurance, held, that the sudden sinking of a canal boat while being towed down the North river was not conclusive evidence of unseaworthiness, and that there was room for finding that the loss was from a peril of the sea; the evidence being that there were shad poles in the river at the place of sinking, and that another vessel had been lost from collision with such obstructions.

Where a policy provided that there could be no abandonment except in case of absolute total loss, it was not necessary, in case of constructive total loss, to prove abandonment.—*McLain v. British & Foreign Marine Ins. Co.* (Sup.) 38 N. Y. S. 77.

° ° °

104. In an action by an insurance com-

pany to recover back money paid on a loss of coal based on the insured's failure to disclose that they were charterers of the barge by the capsizing of which the loss occurred, where the evidence of the notice to the company of such fact after loss and before payment was meager, and the only evidence as to whether the company had knowledge of that fact when the risk was taken was given by the company's agent, who testified that he had no notice, it was reversible error to permit the shipping clerk of the insured to testify that he knew that they were charterers, and that the company's agent saw his books before the policy issued, and on such evidence to submit to the jury the question of the company's notice at the time the risk was taken, the books of themselves giving no information as to the fact in question.—*Reliance Marine Ins. Co. v. Herbert* (Sup.) 38. N. Y. S. 373.

* * *

Life.

105. *Connecticut Mutual v. McWirtter*, U. S. C. C. of A., 73 F. R. 444.

SUICIDE.

In an action on a policy of insurance, in which one of the defences is the alleged suicide of the insured, it is not error to exclude evidence of declarations of the insured, made four years before his death, that in a certain contingency, not shown to have occurred, he would commit suicide.

In an action upon a policy the presumption is that the insured did not kill himself.

THREATS OF BODILY HARM.

When an applicant for insurance is asked, at the end of a long series of questions, whether there is any fact relating to his physical condition, personal or family history, with which the insurer ought to be made acquainted, all that can be required is an honest answer, as to which, in an action on the policy, the jury must decide; and the court is not bound, as a matter of law, to instruct them that a failure to disclose, in answer to such question, that the insured had

enemies who were reported to have threatened his life, or that he was apprehensive of assassination, would avoid the policy.

° ° °

106. *Penn Mutual Life Ins. Co. v. Mechanics Savings Bank & Trust Co.*, U. S. C. C. of Ap., 73 F. R. 653.

GOOD FAITH.

A statutory provision that no immaterial misrepresentation in the application shall avoid the policy unless it is made "in bad faith" (Act Pa. June 23, 1885), means with an actual intent to mislead or deceive, and does not include a misstatement, honestly made, through inadvertence, or even gross forgetfulness or carelessness.

° ° °

107. *Chambers v. Northwestern Mutual Life Ins. Co.*, Minn. S. C., 67 N. W. R. 367.

MISREPRESENTATIONS—TEMPERANCE.

The defendant issued its policy of insurance, which provided that the application for the insurance should be a part of the policy, and that, if any fraudulent representation or statement should be made in the application, then the policy should be null and void. The application contained numerous questions, and the answers thereto, relating to then existing or past facts; also, an agreement on part of the applicant that all statements and answers in the application are warranted to be true. Among these questions and answers were the following: "Do you use malt or spirituous beverages?" Answer: "No." "Have you always been temperate?" Answer: "Yes." Held, that it was no part of the plaintiff's case to allege and prove that the answers contained in the application were true, but that the burden was on the insurer to allege and prove their falsity, and he must, in his pleading, specify which of the answers he claims to be false, and on the trial he will be limited in his proof to those which he has alleged to be false.

Held, also, that evidence as to the business habits, pursuits, and associations of the insured, at and before the time of the issuing of the policy, was admissible,

as bearing on the question whether he was temperate.

Held, also, that the questions above quoted have reference to the habits of the insured, and not to the exceptional and occasional acts, and that the word "temperate" means abstinence from excessive or injurious use, and not total abstinence.

* * *

Accident.

108. *Conboy v. Railway Officials Etc. Acci. Ass'n*, Ap. C. Ind., 43 N. E. R. 1017.

WHILE ENGAGED IN AN UNLAWFUL ACT.

A policy stipulated that the insurance should not cover death while insured was engaged in any unlawful act. A criminal statute of Texas (Willson's Cr. St. §717, art, 423) prohibited seining, under certain circumstances, in streams above tide water. Held, that an answer in an action on said policy alleging that insured, at the time of his death, was engaged in seining in a certain river in Texas, but omitting to state that said river was above tide water, was bad as against a demurrer.

It was not necessary that the objection should have been raised by motion to make more specific.

An insurance company will not be absolved from liability under a clause providing that the policy should not cover death while insured was engaged in any unlawful act, unless the natural and reasonable consequence of violating the law was to increase the risk.

VOLUNTARY EXPOSURE.

A clause in a policy provided that the insurance should not cover death resulting in consequence of voluntary exposure to unnecessary danger or perilous venture. Held, in an action by the beneficiary on such policy, that an answer was sufficient which alleged that, at the time of his death, insured was seining in a river which was very swift, and full of sudden step-offs or holes; that, while so engaged, he suddenly came to one of such step-offs or holes, and, stepping into said hole, where the water was deep, and being unable to swim, was drowned.

109. *Keeffe v. National Acci. Society*, N. Y. S. C., 38 N. Y. Supp. 854.

BICYCLE RACING IS NOT VOLUNTARY EXPOSURE.

A person, by riding in a bicycle race, does not, as a matter of law, over-exert himself, or voluntarily expose himself to danger, within a provision of an accident policy that it shall not cover injuries resulting from voluntary over-exertion, or voluntary or unnecessary exposure to danger.

* * *

Employers' Liability.

110. *Hoven v. Employers' Liability Assur. Co.*, Wis. S. C., 67 N. W. R. 46.

CONSTRUCTION OF CONTRACT.

A policy issued to an employer recited that it was issued on application for "indemnity against claims for compensation for personal injuries," and stipulated that assurer should pay to the employer "all sums for which it shall become liable to its employes." The conditions of the policy prohibited the employer from settling with its employes without the consent of the assurer, who was also to assume charge of actions against the employer; and also provided that the employes should not sue on the agreement after a certain time, unless an action against the employer was then pending. Held, that the agreement was one of indemnity against liability, and payment by the employer of a judgment recovered against him was not a condition precedent to the assurer's liability.

EMPLOYMENT.

A policy indemnifying an employer from liability for claims for personal injuries to its employes while engaged in "operations connected with the business of iron and steel works," covers injuries received by an employe by reason of the construction of a building by the employer for the use of his business.

THE utility of the New York insurance department is again demonstrated. A third deputy superintendent has been appointed to fill a newly created office, at annual salary of \$4,000.

American Life Insurance Companies' Aggregates for a Third of a Century — 1859-1891.

Year.	Companies.	Resources.			Business.	
		Assets.	Liabilities.	Surplus.	Income.	Expenditures.
1859	14	\$20,636,085	\$15,464,936	\$5,071,149	\$5,230,445	\$2,634,143
1860	17	24,115,687	17,159,873	6,955,814	5,998,141	2,908,910
1861	17	26,670,397	18,278,402	8,391,995	6,292,416	3,638,481
1862	18	30,123,332	23,791,459	6,331,873	7,440,491	3,759,153
1863	22	37,838,190	28,655,154	9,173,036	10,624,916	5,704,043
1864	27	49,027,297	34,718,231	14,309,066	10,163,138	7,021,649
1865	30	64,232,123	46,341,499	17,890,624	24,887,020	10,595,355
1866	39	91,587,028	65,588,523	25,998,605	40,375,666	17,176,666
1867	43	125,548,951	88,597,422	36,951,529	56,481,997	26,325,213
1868	55	175,262,330	135,806,958	39,455,372	77,382,158	40,959,021
1869	70	229,097,425	180,932,819	48,164,566	98,507,319	54,471,576
1870	71	269,520,441	221,160,702	48,359,739	105,026,148	63,876,840
1871	68	302,558,199	254,551,781	48,006,418	113,490,562	77,536,280
1872	59	335,168,543	288,327,107	46,841,436	117,306,029	78,207,257
1873	56	360,140,684	311,550,928	48,589,756	118,396,502	84,501,446
1874	50	387,281,807	328,392,552	58,889,345	115,730,714	81,232,333
1875	45	403,142,982	342,330,253	60,812,029	108,645,984	79,982,466
1876	38	407,406,333	346,279,780	61,126,553	96,318,583	76,618,183
1877	34	396,420,591	334,816,493	61,604,098	86,162,144	74,337,324
1878	34	404,079,145	339,585,627	64,493,518	80,462,999	72,128,070
1879	34	411,353,355	341,762,745	69,590,610	77,700,493	68,858,363
1880	34	428,332,871	355,805,939	72,526,932	77,403,445	66,317,859
1881	30	429,534,655	356,997,194	72,537,460	79,820,513	65,484,687
1882	30	449,602,347	372,850,956	76,751,391	85,070,134	66,242,344
1883	29	471,805,920	391,507,827	80,298,093	92,562,763	71,743,588
1884	29	491,487,719	409,676,528	81,811,191	96,974,376	76,632,098
1885	29	523,664,678	430,915,191	92,749,486	105,527,864	80,259,549
1886	29	560,125,360	458,862,932	101,262,427	116,961,315	82,319,096
1887	29	595,679,478	523,251,812	*72,427,666	130,657,525	93,447,289
1888	29	641,747,870	562,390,842	79,357,028	147,024,431	103,369,145
1889	30	696,943,722	610,198,695	86,745,026	168,184,699	114,503,359
1890	30	753,228,759	664,489,398	88,739,362	187,424,959	126,653,529
1891	29	819,402,852	723,045,945	96,356,907	201,931,425	135,792,048
Totals, 33 years					\$2,858,209,397	\$2,015,297,389

—*Four per cent. basis, beginning with the year 1887.

Year.	Companies.	Account with Policyholders.			
		Received from Premiums.	Losses, Endowments and Annuities.	Lapsed, Surrendered and Forfeited Policies.	Total Payments to Policyholders.
1859	14	\$3,970,125	\$1,310,616	\$129,450	\$416,724
1860	17	4,770,346	1,360,000	213,954	497,848
1861	17	4,913,391	1,474,005	665,341	637,522
1862	18	5,742,448	1,705,610	468,235	627,574
1863	22	8,503,969	2,305,892	361,830	1,031,939
1864	27	13,181,974	3,136,659	407,754	1,036,912
1865	30	21,598,317	4,125,442	691,382	1,475,212
1866	39	35,825,006	6,428,472	1,226,856	2,532,477
1867	43	50,385,146	8,253,003	2,067,782	6,183,624
1868	55	67,835,325	11,058,686	3,762,735	11,707,663
1869	70	86,053,155	15,692,831	5,148,900	15,733,862
1870	71	90,298,266	19,522,712	9,616,988	15,804,557
1871	68	96,710,877	28,773,041	13,263,390	16,624,608
1872	59	96,602,683	25,672,380	13,922,009	20,077,999
1873	56	96,000,089	27,232,435	16,669,594	22,038,235
1874	50	89,434,996	25,797,860	22,453,955	26,610,264
1875	45	83,788,511	27,174,631	20,414,574	16,617,018
1876	38	72,056,698	25,567,850	21,354,376	17,600,605
1877	34	62,933,690	26,103,266	19,152,318	16,187,128
1878	34	57,236,335	20,183,522	17,095,994	15,397,370
1879	34	53,728,055	31,084,522	12,207,823	14,637,449
1880	34	53,972,388	30,032,174	9,923,026	13,171,992
1881	30	56,379,248	31,068,144	8,947,354	12,579,151
1882	30	60,504,274	29,266,874	9,255,077	13,555,105
1883	29	67,322,110	33,894,306	8,837,857	13,417,464
1884	29	72,016,264	35,602,544	9,503,530	13,043,498
1885	29	78,513,171	38,624,822	9,630,269	12,963,660
1886	29	88,726,914	38,276,390	9,433,378	13,218,286
1887	29	100,584,162	42,827,054	10,413,879	14,852,624
1888	29	114,359,529	48,569,964	11,234,569	14,324,827
1889	30	133,162,864	53,081,834	12,240,142	13,951,690
1890	30	149,553,949	58,608,615	13,827,225	14,271,500
1891	29	162,624,444	62,731,496	16,230,891	13,991,225
Totals, 33 years		\$2,239,289,728	\$827,677,376	\$310,349,437	\$372,891,961

\$1,509,921,842

American Life Insurance Companies' Aggregates Since 1859.

Year.	Companies.	Policies in force.		Policies Issued.		Miscellaneous.		
		No.	Insurance.	No.	Amount of Insurance.	Income from Investments, etc.	Taxes, Commissions and other Expenses.	Dividends to Stockholders.
1859	14	49,608	\$141,497,978	9,261	\$30,058,408	\$1,260,320	\$763,237	\$1,575,000
1860	17	56,046	163,793,455	12,639	35,589,934	1,227,798	744,801	2,121,200
1861	17	57,202	164,250,052	9,563	24,978,444	1,379,025	792,100	2,118,000
1862	18	64,252	183,962,577	17,430	43,471,429	1,698,043	871,867	2,310,000
1863	22	98,095	267,658,677	35,224	89,812,093	2,121,017	1,035,011	2,653,500
1864	27	146,729	395,763,058	59,198	155,803,897	2,981,164	2,299,142	3,134,200
1865	30	209,392	580,882,253	86,261	245,427,057	3,288,703	4,025,619	3,498,200
1866	39	305,390	805,105,877	134,300	404,510,474	4,550,660	6,779,335	4,790,600
1867	43	401,140	1,161,729,776	158,605	471,611,744	6,096,851	9,480,443	4,577,600
1868	55	537,594	1,528,984,685	201,922	579,657,371	9,546,833	13,789,689	8,387,768
1869	70	656,572	1,836,617,819	231,269	614,762,420	12,454,164	17,278,478	9,876,364
1870	71	747,807	2,023,884,955	237,180	587,863,236	14,727,882	18,349,431	10,519,484
1871	68	785,360	2,101,461,834	209,753	488,655,022	16,779,685	20,242,707	10,898,359
1872	59	804,444	2,114,742,591	201,366	489,924,857	20,703,346	18,066,861	9,667,416
1873	56	817,081	2,086,027,178	199,050	465,614,001	22,396,413	17,208,266	9,313,456
1874	50	799,534	1,997,236,230	144,783	353,803,670	26,297,518	15,986,881	5,345,766
1875	45	774,628	1,922,043,146	133,098	299,276,337	24,856,773	14,128,594	5,746,700
1876	38	706,179	1,735,998,100	99,036	232,665,489	24,301,895	13,174,419	5,176,500
1877	34	633,096	1,556,105,323	81,909	178,283,617	23,282,454	13,272,565	4,866,500
1878	34	612,843	1,480,921,223	67,040	156,501,129	23,226,664	10,992,051	4,950,500
1879	34	595,486	1,439,961,105	67,399	167,865,390	23,972,348	11,208,133	5,162,900
1880	34	608,681	1,475,994,672	72,267	148,596,335	23,431,057	12,050,312	5,100,500
1881	30	627,385	1,540,089,680	80,929	222,282,483	23,441,265	13,981,414	4,050,500
1882	29	661,458	1,637,648,872	91,945	257,517,216	24,565,860	13,338,788	3,534,087
1883	29	705,659	1,763,730,015	110,302	308,064,893	25,240,644	15,295,264	4,290,500
1884	29	750,713	1,870,745,521	127,965	321,310,170	24,958,112	18,153,435	4,290,500
1885	29	814,691	2,023,517,488	150,214	378,214,523	27,014,693	19,040,797	4,295,500
1886	29	848,481	2,222,413,050	151,102	448,514,242	28,234,401	21,066,540	4,290,500
1887	29	929,853	2,474,507,120	174,675	531,170,783	30,073,563	25,031,100	4,558,500
1888	29	1,021,631	2,761,527,128	204,365	631,731,701	32,669,902	28,905,877	4,558,500
1889	30	1,139,894	3,144,677,311	249,297	786,096,741	35,021,835	34,898,166	5,108,500
1890	30	1,272,895	3,542,955,751	285,797	880,711,283	37,871,009	37,871,009	5,099,550
1891	29	1,400,007	3,861,584,383	323,433	928,256,338	39,306,980	42,359,371	6,040,500
Totals, 33 years			4,423,574		\$11,956,796,727		\$493,267,643	10,687,721

American Life Insurance Companies' Totals for Thirty-Seven Years.

Year.	Companies.	Resources.			Business.	
		Assets.	Liabilities.	Surplus.	Income.	Expenditures
1860	17	24,115,687	17,139,873	6,955,814	5,998,114	2,908,936
1870	71	269,532,441	221,160,702	48,359,739	105,026,148	63,876,840
1880	34	428,332,871	335,805,939	72,526,932	77,403,445	66,317,859
1890	30	753,228,759	664,489,395	*88,739,362	187,424,939	126,653,529
1891	29	819,402,852	723,045,945	96,356,907	201,931,425	135,792,048
1892	31	971,857,224	789,674,017	114,060,520	223,024,998	152,890,333
1893	32	971,857,224	855,308,038	116,549,186	236,683,205	166,540,314
1894	33	1,056,331,683	916,591,138	139,740,545	256,624,477	177,863,333
1895	35	1,142,419,926	982,669,752	159,750,174	266,897,202	185,772,022
Totals, 37 years					\$3,814,439,279	\$2,698,364,271

*—Four per cent. basis, beginning with the year 1887.

—1892 and 1893 and 1894 figures include the assets, liabilities and surplus of industrial companies.

Year.	Companies.	Account with Policyholders.				
		Received from Premiums.	Losses, Endowments and Annuities Paid.	Lapsed, Surrendered and Purchased Policies.	Dividends to Policyholders.	Total Payments to Policyholders.
1860	17	4,770,346	1,360,000	243,954	497,848	2,101,802
1870	71	90,298,266	19,522,712	9,616,988	15,869,557	44,919,257
1880	34	53,972,388	30,032,174	9,923,026	13,171,992	53,127,192
1890	30	119,553,919	58,608,615	13,827,225	14,271,500	86,707,340
1891	29	162,624,444	62,731,496	16,230,891	19,991,225	92,913,612
1892	31	180,608,156	72,576,866	15,638,759	14,386,195	102,621,820
1893	32	192,706,839	75,903,820	19,839,418	14,823,176	110,566,414
1894	33	205,132,044	78,313,162	23,164,107	14,577,155	116,054,724
1895	35	215,190,302	84,791,621	22,889,492	15,297,603	122,978,716
Totals, 37 years		\$3,032,934,069	\$1,139,262,845	\$391,909,213	\$431,976,390	\$1,962,143,498

Year	Companies.	Policies in Force		Policies Issued.		Miscellaneous.			
		No.	Insurance.	No.	Amount of Insurance.	Income from Investments, &c.	Taxes, Commissions and other Expenses.	Capital.	Dividends to Stockholders.
1860	17	56,046	£163,703,455	12,009	£35,589,934	£1,227,798	£744,801	£2,121,200	£62,336
1870	71	717,807	2,023,884,935	237,180	587,863,236	14,727,882	18,349,431	10,519,484	578,152
1880	34	608,681	1,475,991,072	72,267	148,599,335	23,431,087	14,931,312	5,100,500	339,385
1890	30	1,272,895	3,542,955,751	285,797	880,711,283	37,871,009	37,871,009	5,199,580	329,407
1891	29	1,400,007	3,861,384,383	323,433	928,256,338	39,306,980	42,380,871	6,040,500	488,662
1892	31	1,534,211	4,201,610,793	348,580	947,804,383	42,416,841	49,665,728	7,407,700	602,782
1893	32	1,671,039	4,511,036,596	395,940	1,052,403,648	43,970,306	55,205,335	8,570,500	768,502
1894	33	1,780,307	4,637,583,046	390,813	983,520,033	51,192,133	61,073,515	8,970,500	735,662
1895	35	1,877,808	4,818,170,915	366,565	864,815,534	51,697,899	62,052,870	9,570,500	741,312
Totals, 37 years				503,518	£15,807,340,225		£721,267,121		13,535,499

Historical Sketch of the Rates of Premiums Charged for Life Assurances.

FROM A PAPER BY JAMES SORLEY, ACTUARY,
READ BEFORE THE ACTUARIAL SOCIETY OF
EDINBURGH.

Life assurance appears to have been practised to a limited extent in the seventeenth and earlier part of the eighteenth century as a simple branch of underwriting. Those whose business it was to insure ships against loss at sea came in due course to be asked to insure also masters of vessels—not against death, but against the risk of their being taken by the Moors or Turkish pirates, etc., in order that, in such an event, a fund might be available to pay their ransom. From this the underwriters seem to have drifted into insuring individuals also against death within a limited period not exceeding one year—such insurances being not so much, if at all, prudential arrangements on the part of those whose lives were insured as contracts for the purpose of indemnifying creditors who would otherwise lose the sum due to them if the debtor whom they insured should be cut off within the year. For this risk a minimum rate of £5 per £100, independently of the age of the life, appears to have been charged for one year's insurance.

Charles Babbage, F. R. S., in his “Comparative View of the Various Institutions for the Assurance of Lives,” published in 1826, states (p. xxxi.) that this rate of five per cent. “was probably fixed upon from its appearing that the annual number of deaths in London was nearly one in twenty of the population.” I am disposed, however, to consider that this view is incorrect; firstly, because the persons who made the rate were not students of such statistics in life contingencies as then existed (and which, as we

shall see, would have enabled them to fix much more accurate rates), but practical business men who applied to the problem the same rule of thumb considerations which they were accustomed to adopt in fixing premiums in other classes of underwriting; and, secondly, because I am unable to find any confirmation of the statement that the rate of mortality in London was one in twenty, that is, fifty per thousand.

ONE OF THE FIRST BOOKS.

The earliest book dealing with this subject is the quaint and interesting work entitled “Natural and Political Observations mentioned in a following Index and made upon the Bills of Mortality,” by Captain John Graunt, A. D. 1661; the complete title as developed in the said Index occupying no less than twelve pages—a failure in the typographer's skill rather than in the author's zeal having, we may assume, been the cause of the relegation of a portion of the complete title to a comparatively subordinate position. The reputation of Graunt's treatise in its own day may be judged from the fact that his Most Gracious Majesty King Charles II ordered the Royal Society in recognition thereof to admit him as a Fellow, adding, in the courtly language of a Stuart, “that if they found any more such tradesmen, they should admit them all.” Of this painstaking and original work I shall have occasion to refer later on; but, confining myself to the immediate question before us, I would point out that Graunt (p. 141, 4th edition) found “that little more than one in fifty dies in the country, whereas in London it seems manifest that one in thirty-two dies over and above what dies of the plague.” As regards the plague, the estimate of Graunt's friend, Sir William Petty, in his “Essay concerning the Multiplication of Mankind” (2nd edition, 1686, page 44), is as follows: “It is to

be remembered, that one time with another, a plague happeneth in London once in twenty years, or thereabouts; for in the last hundred years between the years 1582 and 1682, there have been five great plagues, viz.: Anno 1592, 1603, 1625, 1636, 1665. And it is also to be remembered, that the plagues of London do commonly kill *one-fifth part* of the inhabitants."

THE DEATH RATE.

Allowing for the plague, then, in terms of the estimate, we increase the death-rate to one in twenty-five, or forty per thousand only.

At a later period Thomas Simpson—whose name is specially associated with investigations into the rate of mortality in London from the tables deduced from the London Bills of Mortality for ten years, and published in 1742 in his work on "The Doctrine of Annuities and Reversions," states (page 127), as regards the London death-rate: "And (from a method too tedious to be inserted here) I make it as one to twenty-six very near. I know, indeed, that a certain author, considerable in these kind of disquisitions, gives the proportion very different from that above, viz., as one to thirty-five; but this, I apprehend, could only be owing to a want of observation."

If I might hazard a personal guess I would say that the death-rate in London in Simpson's time was probably something like thirty-five per thousand of the population (excluding plague years), being about the rate of an average insanitary continental city in the present day—i. e., about one in twenty-nine. Simpson probably overstates it in saying one in twenty-six; but the point for our present purpose is that nowhere can I find it stated so high as one in twenty by any writer preceding Babbage. Various writers subsequently have given the same ratio as Babbage, but I take it that he probably originated the error.

SCIENTIFIC BEGINNINGS.

Not until the foundation of the Society for Equitable Assurances on Lives and Survivorships in 1762, which introduced a table of annual premiums graduated according to the age at entry, can we say that the science of life contingencies and the practice of life insurance were introduced to each other. And yet long prior to that time the science had much to tell to the life underwriters if only they would have listened to its teaching.

Graunt's work has been already mentioned, and it need only further be noted at this stage that it contains a table of mortality, which—imperfect and largely hypothetical as

it is—is nevertheless interesting as the first table of mortality founded to some extent on actual observations.

Following him came the Astronomer Royal Halley, who in 1692 submitted to the Royal Society his celebrated paper entitled "An Estimate of the Degrees of the Mortality of Mankind, drawn from Curious Tables of the Births and Funerals at the City of Breslau, with an Attempt to ascertain the price of Annuities upon Lives." Halley chose the city of Breslau because he found the ages of the dying accurately recorded, whereas up to a much later date, 1728, the London bills of mortality gave no further information as to the ages of the deceased beyond distinguishing those who were "infants" and "aged." A great practical result of Halley's paper was to show that the British government of that day, in selling annuities, as it did, at seven years' purchase, irrespective of the ages of the annuitants, was doing a ruinous business, Halley's table of annuities calculated at what he indicates as the then current rate of 6 per cent. interest, bringing out the value of annuities at the younger ages at about double that price. Halley also dealt with the subject of life assurance as follows: "By what has been said the price of insurance upon lives ought to be regulated, and the difference is discovered between the price of insuring the life of a man of twenty and fifty. For example, it being one hundred to one that a man of twenty dies not in a year, and but thirty-eight to one for a man of fifty years of age."

This pregnant sentence bore no fruit until seventy years later. But it must not be assumed that there was no practical progress between 1692, when Halley showed how graduated rates could be calculated, and 1762, when the Equitable Society introduced them.

MODERN INSURANCE—RIGHT OF RENEWAL.

Modern life insurance is distinguished from that which preceded it not only by graduation of premium rates but by an even more important feature; which also, roughly speaking, differentiates it from all other forms of insurance even down to the present day. I refer to the *right of renewal* being vested in the insured without option to the insurer to terminate the contract, however much greater than the average the risk may have become. This latter essential feature was introduced more than half a century before the Equitable commenced operations, and the credit of it belongs to the Amicable Society. Founded in 1705 under the title of the "Amicable Society

for a perpetual Assurance Office," its fundamental principles were so destitute of anything like a scientific basis that I was at first disposed to conclude that it had really no place in the development of life insurance. Down to the present century, and for a generation after the Equitable had introduced graduated premiums, it charged a uniform rate of contribution to all entrants, and, moreover, for many years after its formation, did not even guarantee any fixed minimum benefit in return for a fixed contribution, as the underwriters did. Its constitution was briefly as follows. All entrants approved by the directors paid a uniform annual premium of £6, 4s. per cent., besides certain entrance fees. After three years, when the membership had reached the full limit of 2,000, the sum of £10,000 (being £5 out of each premium) was divided annually among the representatives of those who died in the year. The scheme was thus a sort of inverse tontine. An ordinary tontine would have divided a fixed annual income among the members surviving until the last surviving member got the whole, while the Amicable plan divided a fixed annual income among the representatives of the members who died in each year, so that the claim per member was large or small according as the mortality of the year was light or heavy.

The Amicable may thus be said to have been founded on principles of mutual benevolence rather than of scientific accuracy; but when fairly viewed, the right of continuance until a claim should finally arise which it conceded to its members subject only to the payment of the annual premium, is far and away the most important feature ever introduced into the practice of life insurance. It raised life insurance from a mere temporary contract of indemnity, useful to creditors and others similarly situated, to its modern position as one of the greatest aids to thrift, and one of the most important, if not the only means by which persons with moderate incomes and without capital can adequately discharge their responsibilities to those dependent upon them. Various modifications were from time to time made in the constitution of the Amicable Society, such as the applying funds accumulated from surplus premiums to guarantee minimum benefits, &c., but the only one of importance in our present narrative, and only, so to speak, accidentally important, was the restriction of the ages of entrants to ages from twelve to forty-five, to which I shall have occasion to refer shortly.

ANNUITIES.

A quotation from Baily shows very well the need which constantly existed in this (and indeed in every civilized) country for making some approximation to the value of life annuities for reversions. How rude most of these earlier approximations were is illustrated by the quotation already given from Halley showing that even the government of his day were allowing 14 per cent. for sums sunk in life annuities irrespective of the ages of the lives.

Halley's table of annuities was the first table derived from actual observations; but so far back as the third century of the Christian era the exigencies of the Roman Law rendered it necessary to prepare what is virtually a table of life annuities. By the Falcidian Law, passed under Augustus, testators were prohibited from leaving legacies to such an amount as would reduce the residue of the person called, in the Roman Law, "Heir," lower than one-fourth of the whole estate.

Accordingly, when a life annuity was bequeathed to any other person than the heir, it became necessary to find the capital value of such annuity and to bring it into the reckoning in order to determine whether the limit above referred to had been exceeded. To meet this requirement the Prætorian Præfect Ulpianus promulgated the following table of annuities; which, however, may have been annuities at the rate of zero—in other words, "expectations of life," as no information on the question of the interest appears to be extant:

Years'		Years'	
Age.	Purchase.	Age.	Purchase.
Birth to 20	30	44 to 45	15
20 " 25	28	45 " 46	14
25 " 30	25	46 " 47	13
30 " 35	22	47 " 48	12
35 " 40	20	48 " 49	11
40 " 41	19	49 " 50	10
41 " 42	18	50 " 55	9
42 " 43	17	55 " 60	7
43 " 44	16	60 and upwards	5

We may take it, however, that this table had practically no place in the gradual development of our modern actuarial knowledge, because the old writers in this country do not seem to have been aware of its existence.

MORE ABOUT THE PLAGUE.

A close examination shows that the deaths recorded in the plague years from other causes than the plague were very much in excess of the average number of deaths in the years immediately preceding and following, and

this, notwithstanding the great efflux of people from the city during the height of the pestilence—a fact borne out by Graunt himself, who says that two-fifths of the people fled, and illustrated very graphically by De Foe in his “A Journal of the Plague Year, 1665.”

Graunt did not fail to notice the discrepancy in the death returns, and concluded, no doubt very justly, “from whence we may probably suspect, that about a fourth part more died of the plague than are returned for such.” If we may believe De Foe on this point we learn the reason to have been: “And as people were very loath at first to have neighbors believe their houses were infected, so they gave money to procure, or otherwise procured, the dead persons to be returned as dying of other distempers; and this I know was practiced afterwards in many places, I believe I might say in all places where the distemper came, as will be seen by the vast increase of the numbers placed in the weekly bills under other articles of diseases during the time of the infection.”

Reminds One of the “Original Compact Breaker.”

When the little Blank Ins. Co. withdrew from the Fire Underwriters’ Compact of the Good Lands it paraded that fact in the newspapers, and made much of it otherwise, and threatened to kill the giant trust with one blow of its hammer. New business was solicited on the basis of the alleged obligations of the public to the belligerent Blank Ins. Co.; but when the annual figures were printed those of the compact-slayer were smaller than ever; and finally, unaware of the hammer-thrower on its trail, the compact died of a disease from which it had been long suffering. The large pretensions of this non-trust company and the small results remind us of a story told by President Lincoln:

A certain Judge Krum, a lawyer, had been complaining of the treatment he had received from a local judge. He swore he meant to carry his case to the supreme court and humiliate the upstart judge who had decided against him. Mr. Lincoln spoke in his quiet, dry way:

“That makes me think of a story. There was a certain man who dreamed that a treasure was buried, and that to find it he had to dig in a certain spot. His labors were to be crowned with success only on condition that he keep silent while he was digging. He began to dig. A terrific battle was waged near him. A naval encounter was fought near by.

Innumerable people tried to engage him in conversation. Still he kept silent. A great giant passed, walking very rapidly. The digger did not even turn his head. After a while a dwarf came prancing along, walking as if he were nine feet high.

“‘Say,’ he said to the digger, ‘did a giant pass here?’”

“The digger did not answer. The dwarf repeated his inquiry. No answer.

“‘Can’t you answer a civil question?’ asked the dwarf. No answer.

“‘Oh, well,’ said the dwarf, ‘I’ll just walk along and lick that fellow.’”

“Then the digger broke his silence.

“‘The h——l you will,’ he said.”

Pacific Coast and Rocky Mountain Fire Business.

Arizona Fire Business.

Year.	Premiums.	Losses.	Ratio.
1884	\$ 55,168	\$52,456	106.0
1885	54,631	67,088	123.0
1886	44,393	68,423	154.0
1887	54,835	19,606	35.7
1888	61,203	42,267	69.2
1889	63,983	7,978	12.4
1890	99,852	16,555	16.5
1891	61,662	8,053	13.0
1892	92,267	53,315	64.3
1893	109,009	56,275	51.6
1894	102,869	79,879	77.0
1895	119,251	31,605	26.5
Totals 12 years	\$919,123	\$503,500	54.4

Decade of California Fire Business.

Year.	Premiums.	Losses.	Ratio.
1886	\$5,185,772	\$2,654,371	51.2
1887	5,595,315	2,108,262	35.4
1888	6,097,041	3,048,030	50.0
1889	6,160,736	2,573,250	41.7
1890	6,304,813	2,755,288	43.7
1891	6,669,998	2,408,156	37.1
1892	7,007,460	2,727,908	38.9
1893	6,782,158	2,668,721	39.3
1894	6,337,060	2,815,670	44.4
1895	4,704,584	2,850,672	60.6
Totals 10 years	\$60,844,937	\$26,610,328	43.7

Colorado Fire Business.

Year.	Premiums.	Losses.	Ratio.
1882	\$ 600,919	\$300,680	50.3
1883	769,777	357,218	46.2
1884	756,068	316,340	41.8
1885	819,886	264,710	33.5
1886	812,850	379,930	46.7
1887	904,126	371,301	41.1
1888	1,120,189	390,020	34.8
1889	1,324,261	550,265	41.5
1890	1,551,059	519,549	33.5
1891	1,569,728	573,139	34.1
1892	1,723,563	827,062	48.0

1893	14,461,779	\$85,513	57.4
1894	14,428,019	794,051	55.6
1895	14,497,412	520,068	34.0
Totals 14 years . . .	\$16,340,236	\$7,000,446	42.8

Idaho Fire Business.

<i>Year.</i>	<i>Premiums.</i>	<i>Losses.</i>	<i>Ratio.</i>
1888	\$ 59,141	\$ 21,429	41.0
1889	50,000	105,071	176.0
1890	87,162	71,128	81.6
1891	109,395	50,550	46.2
1892	178,614	138,222	77.4
1893	159,848	183,348	114.5
1894	183,486	232,628	126.7
1895	147,940	46,564	31.4
Totals 8 years	\$985,525	\$849,840	86.2

Montana Fire Business.

<i>Year.</i>	<i>Premiums.</i>	<i>Losses.</i>	<i>Ratio.</i>
1885	\$241,376	\$150,008	62.2
1886	249,536	161,050	64.6
1887	306,075	122,463	40.0
1888	374,035	144,330	38.7
1889	479,475	289,770	62.0
1890	509,225	145,257	28.5
1891	226,217	138,303	26.2
1892	725,929	198,949	54.8
1893	613,787	253,736	39.3
1894	582,939	208,183	35.7
1895	623,912	200,284	32.0
Totals 11 years	\$4,962,506	\$2,012,333	40.5

Nevada Fire Business.

<i>Year.</i>	<i>Premiums.</i>	<i>Losses.</i>	<i>Ratio.</i>
1889	\$135,076	\$111,226	82.4
1890	115,745	39,477	34.3
1891	120,585	51,456	40.0
1892	152,650	61,084	40.0
1893	102,803	59,126	57.4
1894	125,224	43,142	34.5
1895	72,377	32,983	44.3
Totals 7 years	\$833,460	\$398,494	48.0

New Mexico Fire Business.

<i>Year.</i>	<i>Premiums.</i>	<i>Losses.</i>	<i>Ratio.</i>
1883	\$108,772	\$ 68,187	62.5
1884	100,754	127,473	117.0
1885	127,967	42,204	31.1
1886	111,667	46,533	35.5
1887	138,805	30,494	22.3
1888	134,938	64,363	46.6
1889	135,606	53,528	39.4
1890	143,242	55,492	38.7
1891	147,702	60,442	40.8
1892	166,000	88,270	71.1
1893	182,636	175,569	96.1
1894	133,219	78,920	59.2
1895	149,452	66,250	45.9
Totals 14 years	\$1,789,160	\$958,725	53.5

Oregon Fire Business.

<i>Year.</i>	<i>Premiums.</i>	<i>Losses.</i>	<i>Ratio.</i>
1883	\$ 325,238	\$255,512	78.0
1884	350,751	268,412	75.4
1885	360,996	70,259	20.0

1886	413,290	163,890	39.6
1887	688,125	188,868	27.4
1888	419,405	146,884	35.0
1889	549,912	145,008	26.5
1890	870,359	107,737	19.3
1891	1,007,205	587,981	58.8
1892	1,232,523	723,780	59.0
1893	893,776	376,807	42.1
1894	874,210	616,611	70.5
1895	835,088	385,484	46.2
Totals 13 years	\$8,862,928	\$4,096,898	46.3

Utah Fire Business.

<i>Year.</i>	<i>Premiums.</i>	<i>Losses.</i>	<i>Ratio.</i>
1885	\$103,700	\$ 36,450	35.3
1886	109,259	31,239	28.5
1887	136,115	99,965	73.5
1888	130,564	29,461	26.8
1889	181,100	36,149	20.0
1890	265,435	153,611	57.2
1891	274,467	89,228	32.4
1892	386,542	190,183	49.2
1893	273,036	235,999	86.4
1894	362,584	150,300	41.5
1895	302,969	163,421	53.9
Totals 11 years	\$2,534,771	\$1,215,606	48.0

Washington Fire Business.

<i>Year.</i>	<i>Premiums.</i>	<i>Losses.</i>	<i>Ratio.</i>
1884	\$ 117,966	\$ 95,658	81.7
1885	178,231	103,777	58.0
1886	183,962	86,279	47.0
1887	304,797	149,095	46.6
1888	329,251	163,152	50.0
1889	*792,909	*3,224,479	406.6
1890	1,731,656	886,033	51.1
1891	1,477,223	535,791	36.2
1892	1,416,946	794,671	56.1
1893	1,280,037	711,163	55.1
1894	1,147,583	620,892	54.1
1895	990,569	663,192	67.0

Totals 12 years \$9,963,730 \$8,025,782 80.4

*Conflagration year. Returns incomplete.

Wyoming Fire Business.

<i>Year.</i>	<i>Premiums.</i>	<i>Losses.</i>	<i>Ratio.</i>
1882	\$ 34,052	\$ 17,896	52.7
1883	39,299	7,501	19.0
1884	62,959	25,669	40.7
1885	78,880	6,425	8.1
1886	86,675	42,705	49.3
1887	93,550	70,093	71.7
1888	98,293	24,606	25.0
1889	96,289	26,791	27.2
1890	106,157	54,247	51.1
1891	126,170	46,504	36.9
1892	126,039	26,825	21.3
1893	133,837	69,715	52.0
1894	133,750	50,104	37.5
1895	125,560	121,640	96.8

Totals 14 years \$1,341,501 \$599,757 44.0

The owner, not the property, is insured.

The Notorious Fire Lloyds of New York.

A FEW FACTS FOR PROPERTY-OWNERS—MANY LLOYDS FAILURES—UNREGULATED BY LAW—LIABILITY LIMITED—DIFFICULTY IN COLLECTING CLAIMS—UNFAVORABLE OPINIONS OF INSURANCE COMMISSIONERS.

The famous Lloyds, an association of individual marine insurers established many years ago in England, has recently found imitators in this country, "insuring" against loss by fire. The legal restrictions are nominal.

A number of individuals make a small deposit and agree to hold themselves liable for a limited amount. Their manager is termed an attorney. There has heretofore been little or no evidence of coin deposited or of the trustworthiness of the individual underwriters.

New York city is the home of nearly all the American fire Lloyds. They do not report to the insurance superintendent. The New York law of 1892 relating to this class of insurers does not apply to associations organized prior thereto, and before it went into effect speculators organized a large number of the associations, which are thus deemed to be beyond the operations of the new law. Many of these charters are said to be fraudulent, and test cases are now pending against a number of persons and associations charged with unlawful transactions.

Some of these Lloyds transact a ridiculously small business. The Atlas F. & M. Lloyds, for example, reports, for taxation, \$9 premiums from February 3, 1892, to June 30, 1895. For the year ending June 30 the premiums were \$4.50, on which the taxes were 4 cents. The Capitol Fire Lloyds percentage tax was \$7.91. The General Lloyds was assessed 5 cents; Merchants and Mechanics, 17 cents; Provident F. Lloyds, 5 cents.

We hear of complaints of unpaid claims against various Lloyds. The policyholder is virtually at the mercy of the managing attorney. It is said that four or five of these associations are honorably conducted and able to meet all ordinary claims, but we are not prepared to name

these four or five exceptions to a bad rule.

We submit a number of reasons why the fire Lloyds policies should not be accepted by property-owners, as follows. The marine Lloyds of London and stock companies bearing the name of Lloyds should not be confounded with these fire Lloyds:

The fire Lloyds very generally do not pay.—*Jas. H. Lambert, Penn. Ins. Com.*

Over half of the Lloyds organized in New York failed within a year or so of their organization.

Supposing one of the Lloyds subscribers should become bankrupt. The claimant could collect nothing from him.

Supposing one of the Lloyds subscribers should die. The claimant would have to wait until the settlement of such subscriber's estate.

Supposing the Lloyds association should refuse to pay a claim. The claimant would have to sue each individual subscriber for his pro rata.

The fire Lloyds cannot be expected to pay losses in states where they have no right to do business. If they will cheat the law they will cheat the assured.—*Pennsylvania Insurance Report.*

Supposing the Lloyds association is not authorized to do business in the state. Then the claimant would have no standing in the state courts, and would have to bring suit at the home of the law-breaking Lloyds.

The committee appointed by the New York chamber of commerce to investigate the Lloyds associations of individual underwriters reported adversely. Among other things the committee said:

"The insurer, whether a Lloyds or a stock company, becomes the trustee of the premium money which is the guarantee of indemnity for the unexpired time. Your committee have reasons to believe that many of the Lloyds associations not only do not hold the premiums representing the unexpired terms of their

policies, but that, on the contrary, they have *actually divided such under-earned premiums as profits.*"

Excessive losses have led to an advance in rates, and such advance has bred a crop of unreliable mutuals and Lloyds that can only be compared to the pestiferous scourge of locusts, and like them subsisting mostly upon green things.—*President Durfee, 26th National Convention Ins. Commissioner.*

Here are some sample capitalists who are subscribers to a New York fire Lloyds: David Bush, country merchant; M. Jenkins, agent for soap; J. H. Crawford, dry goods buyer; J. H. de Mott, life insurance solicitor; B. Frankel, insurance broker. Other subscribers are: a retail cigar dealer, a printer, a vice-president of a mining company, and a man "late" of a bank—all "capitalists," of course.

In the event of sweeping conflagrations many of the Lloyds would be unable to meet their obligations. The destruction of a number of buildings in a city might materially reduce the amount which the assured could recover under a Lloyds policy where this amount has been limited, as in most if not all cases it has, to a pro rata share of the aggregate amount of *only five separate claims.*—*N. Y. Chamber of Commerce Committee.*

Property-owners who insure with the average Lloyds should bear in mind that they not only take great chances of compromised or repudiated claims, but that in case of partial loss the stock companies on the same risk pay only in proportion to the total insurance, which total of course includes the insurance in the Lloyds. The property-owner loses not only the amounts scaled or repudiated by the Lloyds, but the stock companies, under their contract, pay just that much less than they otherwise would if the Lloyds had not been on the risk.

Failed New York Fire Lloyds.

Ætna Fire Lloyds.

Atlas F. & M. Lloyds of America.

Acme Lloyds.

American Union Fire Association.

Atlantic F. & M. Underwriters Association.

Bankers & Mercantile Lloyds.

Brooklyn Lloyds.

Chemical National Fire Association.

Commercial Lloyds.

Capital Fire Lloyds.

City Fire Lloyds.

Century Fire Lloyds.

Continental Lloyds.

Colonial Fire Lloyds of Philadelphia.

Consolidated Underwriters.

Commonwealth Lloyds.

Commerce Fire Lloyds.

Crescent Lloyds.

Clinton Fire Lloyds.

City Fire Underwriters Association.

Eastern Lloyds.

Excelsior Fire Lloyds.

Empire State Lloyds.

Fidelity Fire Lloyds.

Fulton Fire Lloyds.

Franklin Fire Association.

General Lloyds.

German-American F. & M. Lloyds.

Great Eastern Lloyds.

Imperial Fire Lloyds.

Insurance Trust.

Irving Fire Lloyds.

Indemnity Fire Lloyds.

Jefferson Fire Lloyds.

Liberty Fire Lloyds.

Manhattan Fire Lloyds.

Metropolitan Lloyds.

Monitor Fire Lloyds.

Monarch Fire Lloyds.

Merchants Union Fire Lloyds.

Mechanics F. & M. Lloyds.

National Fire Association.

National Lloyds.

National Underwriters.

New York & Chicago Lloyds.

New Amsterdam Lloyds.

New York and Erie Fire Lloyds.

Phoenix Fire Lloyds.

Provincial Fire Lloyds.

Royal F. & M. Lloyds.

Regent Fire Lloyds.
 Reliance F. & M. Lloyds.
 Standard Fire Lloyds.
 State Union Ass'n.
 Safety Fire Lloyds.
 Southern Fire Lloyds.
 Union Lloyds.
 Universal Lloyds.
 Vanderbilt Lloyds.
 Western Union Fire Lloyds.

The Manchester Fire Insurance Company.

The annual statement of this old English office is an improved one in several respects. A small sum was added to the assets and a great gain was made in the net surplus. The surplus funds of the Manchester have made creditable progress as shown in the following comparative figures:

	Net Surplus.	Policyholders' Surplus.
January 1, 1893 . .	\$ 429,923 . .	\$1,179,923
" 1894 . .	824,453 . .	1,824,453
" 1895 . .	904,785 . .	1,904,785
" 1896 . .	1,065,232 . .	2,065,232

Under the new management at the home office in Manchester, Eng., there was some curtailment of business last year, in the United States. The decline on the Pacific Coast was only nominal. A good deal more business, in fact, was written in California, but the lamentable rate war affected the premium receipts.

The chairman at the annual meeting said that the quality of the business of the company, particularly in America and Canada, has greatly improved. The improvement in the latter half of 1895 is being maintained in the present year.

In the past six or seven years the Manchester has made great progress, both at home and abroad. The American business, with the creation of Eastern departments, has advanced from \$150,000 to \$1,500,000 and the total annual premiums have rapidly advanced from \$800,000 to \$3,500,000.

On the Pacific Coast the Manchester has been for many years doing a very large and paying business under the management of Geo. W. Spencer.

Insurance for Pirates.

It is not generally known that the pirates who infested the Spanish Main during the fifteenth and sixteenth centuries formed among themselves a mutual life and accident insurance company, and all claims arising from any accident were paid out of the booty captured, before any division of spoils was made.

The loss of a right arm entitled its owner to six hundred pieces of eight, or six slaves; a left arm five hundred, right leg five hundred, left leg four hundred, an eye one hundred or one slave and one finger the same. This indemnity was always religiously paid from the first prizes.

Considering the extra hazardous calling in which they were engaged, and the fact that no premium was charged, all alike being included in the plan, it is safe to say that had the profession prospered it would have taken a large part of the wealth of the civilized world to have paid indemnities to the wounded or to the survivors of the slain. Though the principle of life insurance was sadly perverted, they still recognized its many advantages.
 — *Weekly Statement.*

St. Louis Cyclone Items.

The big tornado which struck St. Louis on May 27 has been followed by a small tornado which did some damage.

An English editor, ignorant of the existence of a city of a half million people on the banks of the Mississippi named St. Louis, bulletined the news in London as the wreck of the steamer St. Louis. Geography is not the forte of our transatlantic cousins.

Many persons lost their lives by contact with dangling electric-power and electric-light wires. The loss of life is known to exceed 160 and is believed to have been nearly 100 more.

Losses paid by industrial life insurance companies foot up about \$15,000. Other life offices have not reported any losses.

Losses under tornado policies are considerably less than reported in the June COAST REVIEW. The *Western Insurance*

Rever says the total will not exceed \$180,000, and gives the losses as follows:

Ætna, Conn.	\$ 7,500
American Central	12,000
Agricultural, N. Y.	13,000
Connecticut	7,000
Concordia, Wis.	26,000
Continental, N. Y.	5,000
Delaware, Pa.	1,000
German, Ills.	3,000
Glens Falls	6,000
Home, N. Y.	17,500
Ins. Co. North America	500
National, Conn.	13,000
New Hampshire	6,000
Niagara, N. Y.	6,000
Northwestern National	8,000
Orient, Conn.	15,000
Phoenix, Conn.	6,000
Providence-Washington	3,500
Pennsylvania	500
Phenix, N. Y.	1,000
Queen, N. Y.	2,800

The property losses are estimated to amount to \$10,500,000. The fire loss was small.

The plate glass losses, according to our contemporary, will be approximately as follows: New York Plate Glass, \$2,500; Metropolitan, \$1,500; Fidelity & Casualty, \$8,000; Union \$2,500; Lloyds, \$3,500; New Jersey, \$1,500.

We quote further from our St. Louis contemporary:

Allowing an average front of 25 feet each to the buildings badly damaged, placed side by side they would occupy 33 miles frontage, and allowing the buildings totally demolished the same frontage they would extend one mile and a half. These figures and estimates may give some idea as to the real extent of the damage done by this storm.

No approximation of the losses experienced by the several companies in East St. Louis can be made at this time. The work of relief still consumes a large portion of the time of the agents in that city, which combined with the rush of their office duties makes the gathering of data for estimates most difficult. Through the courtesy of Mr. M. F. Zent, inspector of the Southwestern Illinois Inspection

Bureau, it is possible for us to say that the total tornado losses divided among the twenty odd companies will aggregate not less than \$30,000. The Concordia, Phoenix of Conn., Springfield and Northwestern National are said to have had their full share of this sum.

The marine loss on the river was very heavy, no less than thirty vessels and barges having been demolished, sunk or sent in pieces down the river, and many others more or less seriously damaged. The loss which was insured against in this city is surprisingly small, and while the total loss is conservatively estimated to be \$400,000, the insurance affected, as far as is known, is less than one-third of this amount.

The Providence-Washington will pay about \$5,000 hull and cargo loss, and the Insurance Company of North America about \$3,750. The Ætna insurance company, which for fifty years has transacted a large and profitable business on the river, decided ninety days ago to withdraw on account of the low rates and competition of British companies, and was thus undoubtedly saved from a severe loss at this point. The British and Foreign Marine has, together with the Sea been a very aggressive competitor for the river business, both hull and cargo. In addition to the low hull rate accepted by the English companies on steamers, the policies called for a rebate of one half of one per cent. a month for the time laid up, usually half the year. The extent of the damage done by the wind to the shipping interests of St. Louis may be better understood when the fact is recorded that but one boat, out of all those lying at the city's busy levee front, was afloat and undamaged after the storm.

SERVICE OF PROCESS.—The National Masonic Acc. Association of Iowa solicited business, through an agent, in the state of Missouri, where it had no authority to do business. Sued in a federal court by a claimant under a policy thus applied for and paid for in Missouri, the association refused to pay, on purely technical

grounds. Held, that having done business in Missouri, within the statute requiring foreign companies to give the insurance superintendent authority to receive service of process, it thereby asserted its compliance with the law, and was estopped to set up, to defeat the jurisdiction of the court, that it had never given the superintendent the required authority.

The Connecticut Fire Insurance Company.

LARGE GAINS IN PREMIUMS, SURPLUS AND ASSETS.

The past year was one of the most prosperous years in the history of the Connecticut Fire Insurance Company. Always prosperous, the company excelled its own enviable record last year.

The Connecticut Fire is now a triple millionaire, with over a million and a half of surplus to policyholders. It is one of the leading American offices in these particulars, as well as in the volume of business transacted.

With the handsome sum of \$506,409 net surplus and an additional million of surplus to policyholders, it is evident enough that the indemnity furnished by the Connecticut Fire carries perfect security with it.

The \$3,192,001 assets of the company are chiefly invested in stocks and bonds or loans thereon. That they are exceedingly well invested both the interest receipts (or dividends) and the margin above par attest.

Last year \$220,000 was added to the assets, and the premium gained nearly \$100,000. The average gain in both departments was about 7 per cent. The net surplus gained \$66,000, or 15 per cent. Losses were only 53 per cent. of the premiums. The income was a third of a million in excess of losses and expenses.

All these figures and statements show strength and growth and prosperity, which agents and property-owners alike like.

The Pacific Coast department is under the management of Robert Dickson. In

the past five years this department has taken in \$659,861 premiums and paid \$308,402 losses. This is an average loss ratio of only 46.6 per cent., which low percentage is certainly flattering to the Coast management.

A Montana Decision.

In the case of the Holter Lumber Co. v. the Fireman's Fund Ins. Co., Mon. S. C., 45 P. R. 207. Description of Property.

The property insured was described as a frame building and additions used as a dwelling and a green house. The building destroyed was used exclusively as a dwelling, the greenhouse proper not being attached thereto. It was the intention, however, of owner and agent to insure that particular building. Held, that the question whether the property destroyed was covered by the policy was for the jury. Cause remanded for a new trial.

The dwelling, on which insurance had been solicited, was moved to one of the lots described in the policy, but was not connected with the greenhouse. Policy covered "one-story frame building and additions while occupied as a dwelling and greenhouse." The question was whether the building burned was covered by the policy. At first trial plaintiff was nonsuited.

Limitation--Holiday.

The policy sued on was an old form issued prior to the "standard," and limited the time for bringing suit to six months "next after the fire shall occur." The fire occurred on November 30, 1894, and suit was begun on May 31, 1895. The six months limitation expired on May 30, which is a legal holiday. The law, however, permits judicial business to be done on holidays and Sundays for criminal proceedings and for the issuance of writs of replevin or attachment, in certain cases.

Plaintiff contended that at common law and under the state statutes, the last day of the six months being a legal holiday,

he had the following day in which to commence his suit.

Defendant (Concordia Fire Ins. Co.) contended that the beginning of a suit on a legal holiday was not prohibited by the Colorado law, and that the plaintiff was therefore bound to perform the contract on a legal holiday; and that the failure of plaintiff to do so, barred his right of action.

The court sustained the position of defendant and dismissed the case at plaintiff's cost.

Double Benefits by Hotel Fire.

The Preferred Accident Insurance Company of New York this month issues a new policy which gives double benefits for injuries or fatalities caused by the burning of a licensed hotel. The new policy will doubtless be very popular with the traveling public. That there is a great liability to such hotel fire accidents the newspaper reader is well aware. The Preferred Accident last year paid several death claims caused by hotel fires.

Connecticut Mutual's New Policy.

A new form of term policy has been issued by the Connecticut Mutual Life Insurance Co. It is a ten-year policy, and is renewable yearly at the rate for attained age, up to age 75. This policy can be exchanged for any other form without medical examination.

A clause has been added to all policies, providing that on failure to pay premium, the accumulated dividends shall be used in the payment of premiums.

Both policy and company are first class.

A NEW YORK paper tells a story of a special agent and adjuster whose spree at Jacksonville, Fla., saved his companies \$180,000. Of course the story is not true, but a little objection like that need not spoil it. The special imbibed too freely, and for twelve days had a "beautiful jag." A friend advised him to interview the local agents and cancel something anyway, just to let the home office people know

that he was alive. The special reeled away from the hotel, resolved to follow the advice. Meeting the friend at the hotel next day, the special told him he had canceled every blankety blank risk in the blanked town. Remonstrances of the friend, and offers to straighten out things, were in vain. The thick-tongued special only leered and returned to his liquor. That night there was a great conflagration in Jacksonville, and the drunken man's whim saved his companies from any loss. The appreciative companies increased the salary of the special, and presented him with a beautiful gold watch as a testimonial to his remarkable shrewdness in cancelling all their risks in the town.

The Phoenix of Hartford.

"Time Tried and Fire Tested."—This motto which the Phoenix Insurance Company of Hartford flies at its masthead has been well earned and no company has a better claim to it. As to being time tried, its forty-two years of successful fire underwriting bear ample evidence of that, and the fact that it has passed safely through several great conflagrations and has paid out over \$38,000,000 for losses shows how severe has been the fire test. So well has it been managed, however, that it has accumulated cash assets of \$5,246,520 and a net surplus of \$424,943. The company has likewise made money for its stockholders, to whom it has paid \$6,685,000 in dividends since organization. Among fire insurance companies there is none better than the "old Phoenix" of Hartford.—*The Indicator*.

ONLY A PEDDLER.—The man who solicits insurance without any knowledge of its current literature is only a sort of hawker who might be more successful and would give better satisfaction if he were to follow a cart and shout his wares. Of both the buyer must buy on his own judgment.

ORIGINAL—Secretary Atwood of the Preferred Accident.

Legal Points.

Notice to an agent, given in casual conversation, held not notice to the principal.

A policy conditioned to be void if other insurance is obtained is not avoided by a subsequent invalid policy.

The expression "fair market value" held equivalent to "actual cash value," as provided for in the policy.

A company which issues a policy on an application in which a question is not perfectly answered waives further answer.

An action on a policy conditioned to be void if other insurance is obtained renders the validity of subsequent insurance a material issue.

Condition that a policy shall be void if the building became vacant does not depend on the assured's knowledge of the fact of vacancy.

A vendee in possession under a land contract, and entitled to specific performance, held the conditional owner, within the policy.

A chattel mortgage on a portion of personal property insured under an open policy merely withdraws the amount so mortgaged, and does not avoid the entire policy, under a provision that, if the subject of insurance should be mortgaged without consent of insurer, the entire policy should become void.

Foreign Notes.

In twenty-five years German life insurance has increased fifty per cent.

The Manchester Fire is up with the times. It has just absorbed the Times Mutual, to mutual advantage.

A servant girl working for 4 shillings a week, in England, insured her life for £8,000, at £200 annual premium. The intelligent jury, after her sudden death, returned a verdict of "natural cause." Now if this had occurred in America our English exchanges would have made merry over the jury's prejudice against corporations.

The Commercial Insurance Co. of Ireland is being organized, with a capital of £100,000. The design being to keep Irish premiums at home, the new company will not come to California.

Cologne (Koeln), Germany, has created an insurance fund for the unemployed. The weekly contributions are equal to one cent a day, and entitles the unemployed to 50 cents a day during the winter months.

Chronicle Fire Tables.

This invaluable annual has just issued from the press, giving fire and other statistics of the United States for 1895. It is a book of 400 pages, appropriately and substantially bound in red leather and cloth. Published by the Chronicle Company, New York.

The total property loss in the United States last year was \$142,110,233, of which amount \$37,800,440 or 26.6 per cent. was "exposure." This should warn the overconfident who rely on their own carefulness. The Pacific states furnished only 7.5 per cent. of last year's total.

Electricity in its various forms is charged with only \$1,852,601 losses, as against over \$3,000,000 in the preceding two years.

CHURCHES.

Dwellings furnished 42 per cent. of the fires; stores, 23; stables and barns, 15. Altogether, 340 church fires are reported, with \$1,239,157 property loss and \$735,967 insurance loss. Only 137 carpenter shops, with \$107,678 property loss and \$49,253 insurance loss. The comparison deserves second thought. More churches than carpenter shops (nearly three to one) burn. The projected Methodist mutual will find this out. More churches than benzined, oil-ragged printing offices. And the losses on saloons is less than the losses on churches.

COAST LOSSES.

Property losses in twenty years in Coast and Mountain states are compiled as follows:

Arizona, \$4,887,801; California, \$90,424,423; Colorado, \$17,473,655; Idaho, \$3,660,592; Montana, \$7,126,314; Nevada, \$7,285,753; New Mexico, \$3,714,682; Oregon, \$17,636,145; Utah, \$5,439,748; Washington, \$32,580,314; Wyoming, \$2,401,716.

Clearly, to the reader hereof as well as to the subscriber to these Tables, the information contained in this wonderful compilation is helpful to every fire insurance manager and instructive to every fire insurance agent.

American Fire Insurance.

The Royal has the largest amount of fire risks in force.

One-third of the business is transacted by foreign companies.

The Ætna leads all companies in amount of losses paid since organization.

The Insurance Company of North America is the oldest company.

The Home of New York leads all American companies in amount at risk.

There are eleven American companies which have over \$5,000,000 assets each.

There are six foreign branches which have over \$1,000,000 policyholders' surplus.

There are fifty-two American companies which have over a million dollars assets.

The daily premium receipts average \$500,000. The daily losses paid average \$300,000.

There are two foreign companies which have over \$5,000,000 each invested in the United States.

The Ætna of Hartford is the largest American company, as to capital and assets and surplus.

The Hartford Fire has the largest premium income and pays the largest amount for fire losses.

There are thirty American companies which have over \$1,000,000 surplus each, as regards policyholders.

There are two American and no foreign branch offices which have over \$5,000,000 surplus to policyholders.

There are twenty foreign companies which have over a million dollars assets invested in the United States.

Our X Rays.

The *Standard* is the first ex. to publish a woman's department. It is a good idea—if presented in an attractive dress.

Is it possible that the fellow who is behind the *Times* in New York is ignorant of the fact that X is a sign for *Ex.* as well as a sign algebraic or a mark?

The following unique inscription is displayed on the door of an agency office:

"You'll find me here every day—
Unless you call when I'm away."

—*Glens Falls Now and Then.*

The *Radiator* man, of Joliet, Ill., New Orleans, La., Dallas, Tex., Atlanta, Ga., is not yet inclined to forgive the COAST REVIEW for referring to him as a carpet-bagger.

The Oriflamme objects to two policies on one risk, because, too often, the second policy followed a cancellation "for cause" by some other office better informed as to the hazard.—X.

It can not be disputed that the Pacific Coast managers were not equal to the emergency: there are doubtless some strong men among them, but as a body they permitted ruin to run riot through the business for a whole year.—*Insurance Monitor.*

The editor of "American Notes" in the *Post Magazine Etc.* of London is a Jingo of the Jingoes, and a most "amoosin' cuss" withal. He thinks the day ill spent which is without its note disparaging something American. Here is one of his rays: "No matter what mad or mean action" the Americans "might be guilty of, that would not cause us either to lose our heads, or forget our dignity." And here is another ray not less serene: "In-

insurance journalism. in this country at least, is happily wont to express itself only in such language as is understood of decent people." Dickens, in his "American Notes," gives an account of the ravings of a similarly afflicted Englishman whom he found in an asylum for the insane.

The *Insurance Press* prints "life insurance payments localized." The COAST REVIEW tried this for a while, and hoped to persuade all the general agents here to "fall in" with "losses" after the manner of the more enterprising fire underwriters; but there were question points, and finally a period.

Non-intercourse rules are rather ticklish things to trifle with, and are much more apt to bring distress upon those who resort to non-intercourse than upon the parties who are the victims of the boycott.—*Insurance Journal*.

Our religious contemporary, the *Monitor*, speaks of the Second Day Adventists. Who are they?

Insurance at Piney Woods.

From the Piney Woods *Clarion*: The fire insurance companies in the trust are flying higher and higher all the time, and it will take a free-silver victory and a high town license to tone them down so that they will fit their pants. Mr. Ab. Walker, as nice a gentleman as there is in Piney Woods, and a next neighbor of ours on Appletree street, gave his wife a canary bird for a birthday present last month. It was just a nice mild-singing canary, but Ab. bought a bird cage for it that was out of sight. The only fault to be found, if any, was that the wires were gilt instead of being silvered. Well, nobody would have thought that bird could have made trouble with the insurance trust. Last week Ab.'s dwelling policy was renewed by Bill Thompson, the agent of the trust, who owes Mr. Walker money and who was therefore compelled to trade it out. It was sent back from the stamping office next day by the limber little

squirt that runs it, with this indorsement on it:

Frame dwelling house, No. 4066 Appletree St.

Referring to your policy No. 1,863,745, we note that you are covering canary bird cage under item of household furniture. This risk is rated for strictly non-hazardous purposes, viz.: Dwelling exclusively. Inasmuch as you are covering bird cage under your form, we infer that your assured has birds and consequently seed for same. Now if you will kindly look on pages 197 and 206 of the General Tariff of August 15, 1895, you will note that the storage of bird seed is hazardous and will necessarily call for a higher rate. It must be borne in mind that nearly all seed, linseed, cotton seed, hay seed, and bird seed, are more or less impregnated with oil, and are subject to spontaneous combustion when either heated or brought in contact with fibrous substances. This risk should now class with wholesale drug stores, and should rate not less than 3½ per cent.

Our books show that this policy passed in 1891 at 85 cents, and you have charged the same rate now when bird seed is stored.

It will be necessary for you to advance the rate on account of increase hazard. Please also remove the fly speck from the upper right hand corner of D-R, as it is apt to become confused with the dot over the "i" in same location. We will have risk re-rated at once on account of change in hazard.

The thing we advised Ab. to do was to apply for insurance on the cage separate as an "iron prison together with food supplies for prisoners contained therein." There's trust companies fools enough to take it and the rate is only 92 cents.—*Insurance Herald*.

THE directors of the London & Lancashire, in their annual report, say: "We should have shown a considerable diminution in our premium income for this past year as a consequence of the reduction of our revenue on the Pacific Coast of North America, not as a consequence of doing less business, but as a consequence of the very great reduction in the rates of premium, which, I have no hesitation in saying, have been cut down to a point which is inadequate in view of possible conflagrations. We must hope that by degrees

they will be got up to a point that will give a margin for contingencies." Premiums as a whole increased.

Northern Assurance Company.

The annual statement of the Northern Assurance Co., of London, as set forth in the COAST REVIEW chart, presents a row of exceedingly creditable figures, larger in assets, surplus and premiums than in the preceding year, with a large decline in the loss ratio.

The Northern now has nearly nine millions fire assets, of which nearly five million dollars is net surplus. The fire premiums last year were \$3,663,452 a gain of \$155,000, by the way. The net surplus gained over \$338,000. The income was one and a third millions in excess of losses and expenses. The past year was a remarkably good one for the Northern.

Since organized in 1836 the average loss ratio of the Northern has been 59.1 per cent. Last year's fire premium income, \$3,663,452, was the largest in the company's history.

The Pacific Coast department of this strong British office has for a number of years been in charge of Geo. F. Grant, who also represents the London Assurance. In the past five years these companies have received nearly a million of Coast premiums.

The Way to Cancel.

There is just one way to cancel a policy and that is to cancel it! You may mark it canceled on your books, you may notify the insured or his broker, or both, you may refuse to extend endorsements of vacancy or special occupancy, and you may do lots of other things so as to make yourself believe that the contract is no longer in force, but if a fire comes while the policy is still in the hands of the insured, and the return premium is not in his hands, the courts will find a way to make the company pay. When you set out to cancel, figure the unearned premium, give it to the policyholder and get the policy with his signed receipt written thereon for the amount of premium re-

turned, including in the wording of the receipt the fact that it is for cancellation of that particular policy, mark the policy canceled, send it to the company and mark the cancellation on your record book, and you have a finished job that will stand both fire and law. If the insured refuses to accept the premium and give up the policy, offer him coin or legal tenders in the presence of a witness, tell him the amount of money offered (being sure that you have figured the correct pro rata), tell him the policy is canceled by order of the home office, get your witness to write out; for the refreshing of his memory further along; day, date, place, amount of money (which he himself should count), and the words of your oral communication to the policyholder; ask your company for further instructions, and even then trust hesitatingly to a kindly providence to keep you out of the hands of a jury if a fire occurs before the policy expires!—*Insurance Monitor*.

Still, the supreme court of New York recently held that, under the standard policy, a notice of cancellation is sufficient, the return premium being subject to the order of the ex-insured.

North Carolina Grave-Yard Insurance.

In the spring and summer of 1894, through the fraudulent practices of certain agents and doctors, an immense amount of speculative life insurance was effected in the town of Beaufort, N. C. In the fall of the same year, three of the assured died, with policies upon their lives aggregating \$30,000. Their beneficiaries at once instituted suits against the several assessment associations, and a gigantic conspiracy to cheat insurance companies was discovered. Of the assured, one was a poor negress without a penny in the world, and in the last stage of consumption, but upon her life was placed \$16,000. Another was a poor fellow, who had wasted away with consumption, and weighing only 75 pounds, was a walking skeleton, living altogether upon charity. The conspirators had piled up on his life \$12,000 of insurance

without his knowledge and without any medical examination. A third was a confirmed invalid. In her last sickness \$4,000 of insurance was placed upon her life by her husband and a negro who furnished the necessary money. She soon died of an overdose of medicine. Her husband married again. He was indicted for the murder of an infant who was born of his second wife three days after their marriage. He pleaded guilty of "concealing the birth of infant," and is now serving out a term in the penitentiary. His first wife, the assured, was never examined by a physician and knew nothing of the insurance. The insurance associations employed Col. John W. Hinsdale, a Raleigh attorney, who successfully instituted criminal actions against the conspirators. The civil actions have since been dismissed.

Life and Accident Insurance Notes.

THE Mutual Casualty Co. of Philadelphia, accident, is new.

OF THE ORIGINAL 250 who established the Mutual Life of New York in 1843, only ten survive.

AN English accident company has adopted the American combination policy. Preferred too, as it were.

NO ONE can be found to pay the losses of the American Union Life Association organized on the Lloyds plan.

RECENTLY a good deal of our space has been given up to reports of claims resisted by a company which pretends to not resist claims—the Penn Mutual.

DEATH claims on sixty-eight policies were paid by the Metropolitan Life on lives lost in the St. Louis-East St. Louis tornado of May 27. These claims were "industrial."

MR. LIPPINCOTT of the claim-fighting and impaired-risk insuring Penn Mutual says that commercial statistics say that only 3 business men out of 100 leave an estate worth \$1,000 or more. We challenge Mr. L. to produce his statistics.

AGAIN Baltimore. The latest is the United States Fidelity & Guarantee. Is it New York capital, this \$250,000?

WE are selling Tabor's Three Systems, cloth bound, for \$2.00. It is a very useful work, especially for "novitiates."

IF you have been rejected by other companies, do not despair. Apply to the Penn Mutual, which insures a risk rejected by other companies.

THE Life Insurance Clearing Co. of St. Paul can not hope, with increased rates, to successfully compete with the Penn Mutual, for impaired risks.

THE loss ratio of the accident department of a British office in 1894 was 55 per cent. and in 1895 it was 72. The excessive losses were incurred almost entirely in Canada.

THE examination of the Mutual Benefit Life of New Jersey will be completed about the first week in August. The favorable report would look well on a colored page in the COAST REVIEW.

IT IS POSSIBLE to obtain an idea of a company's real position as to rebating and the anti-rebate commission, by the views and innuendoes of the company's recognized newspaper organ.

THE Order of the United World of San Francisco, organized last year by Michael Brooks, is troubled in its "innards." The members at last accounts were demanding their money back.

IF the Penn Mutual Life does not report resisted claims on January 1st, though still on "the docket," when can we believe it when it reports "no claims resisted" or only ten or twenty thousand resisted?

OUR seven years' California and general figures of life companies operating on the Coast, as printed in the June number, is a chart in itself, and it is a compilation not to be found in print elsewhere. Life agents might do well to cut it out, for handy reference; or, better, fold it with the COAST REVIEW INSURANCE CHART.

LIFE insurance is loving forethought.

THE wife may object to life insurance, but the widow never objects to life insurance money.

THE Old Peoples Ins. Co. of Elkhart, Ind., the scheme of one Lumbert, is in hot water. So is the secretary's other venture, the Industrial Benefit Association of Syracuse, N. Y.

"THE burden of the *Argonaut's* complaint" is so-and-so, says a contemporary. Not so: the burden is that the life offices do not advertise in it. The *Argonaut* has never said anything on the subject of life insurance worth answering.

REPORTING increase of premiums every year in the past six: Union Mutual of Maine, Union Central of Ohio, Travelers of Connecticut, Provident Savings of New York, National Life of Vermont, Mutual Life of New York, Massachusetts Mutual, Manhattan Life and Germania Life and Equitable Life of New York, and Ætna Life of Connecticut.

VICE-PRESIDENT Bulkeley of the Ætna Life received thirty-nine votes for the vice-presidential nomination at the recent national convention in St. Louis. His own state delegation voted solidly for him. It was a complimentary vote. He received one vote from California, one from Arizona, a plurality from Iowa, and scattering votes from several states. The Hon. Morgan G. Bulkeley has been thrice elected mayor of Hartford, a city of opposite political convictions.

PROF. STEWART made a speech aboard ship in behalf of the "seaman's orphan fund," and his eloquence caused a shower of coin when the hat went around. We look in vain for any reference to importance of life insurance or any warning against the pass-the-hat plan of protection. The world owes a debt to the sailor, but if he is uninsurable, by reason of his hazardous calling, his employer should by law assess that debt when he charges freight and fares. We fear that the professor was not as alive as usual to his opportunity on the "Paris."

OUR New York contemporary, the *Monitor*, makes much ado over nothing when it prints comparative tables of the percentages of death payments to amounts at risk, and demonstrates, what everybody already knew, that the Connecticut Mutual's were higher than the average. So are the percentages of any company that does not do a large amount of new business. Our contemporary is short of "thunder" when it is driven to such meaningless compilations.

THE Ætna Life comes to the front with a cycle combination policy. It charges \$1 per year per \$1,000 insurance over the non-cycle charge, but pays double the insurance and weekly indemnity if the insured is injured while riding a bicycle and not racing for prize or purse, and one-third of such amounts if so racing. A policy for accidents when riding a bicycle providing \$2,000 death benefit and \$10 weekly indemnity costs, select class, \$6, and medium class \$11, per annum.

SOMEBODY is circulating, under "Look Before You Leap" title, a reprint calling attention to the fact that though the Mutual Reserve Fund wrote \$60,000,000 new business last year its business in force increased only \$15,000,000. This argument may prove to be a boomerang, for in these days of twisted policies and high rebates it is only too easy to show that a number of regular life companies make a poorer showing in the percentage of actual gain to new business written. The circulation of such an argument alone is likely to leave the wrong impression that really serious objections can not be urged against the plan and practice of the Mutual Reserve Fund.

THE Northwestern Masonic Aid Association is now the Northwestern Life Assurance Co. This sounds a trifle too much like the Northwestern Mutual. Besides, being an assessment association, usage forbids the use of "company." Again, why "assurance?" It is a younger word than "insurance," and is not so American. This association, by the way, should give its members an account-

ing. What is the status of the old members? What is their proportion of the membership and the liabilities? Are the new members "carrying" these old members in part? Secretary Capwell will oblige us with a little information, please.

Fire Insurance Brokers Take Notice.

A number of fire insurance brokers solicit an occasional life insurance risk as well, and offer the same rebate inducement. The COAST REVIEW warns these brokers, that there is a life insurance compact which prohibits rebating.

The following declaration must be signed by the broker and attached to the application for life insurance:

"I hereby declare that I have not paid or allowed, nor offered to pay or allow, any rebate or premium in any manner whatsoever, directly or indirectly, to or in behalf of . . . , whose application I have written, and which is hereto attached, for a policy of insurance in the . . . Life Ins. Co."

The Magnificent Pacific West.

From the Rocky Mountains to the Coast—this is the Pacific West. A magnificent empire in extent, embracing, with Alaska and the Mountain states, a territorial area equal to half of the United States. Several European kingdoms—half of Europe—could be set down in the Pacific West and leave a border of territory besides. British Columbia and Hawaii too may be classed as a part of the Magnificent Pacific West.

The fabled wealth of the Indies exists potentially here. Inexhaustible mines of gold and silver, copper, iron and lead and coal and quicksilver, and marble and granite enough for all the planets. Vast forests of pine and redwood, plains and valleys that wave with golden grain and are flecked with countless cattle, hills and dales that blossom with the choicest fruits of two zones, rivers that are clogged with food fish, mountains filled with precious metals, harbors that can shelter the

ships of the whole world, climates exceeding in variety the races of men. All this in the Magnificent Pacific West—all this no where else.

Country with a future scarcely to be dreamed. Vast wealth, unexampled prosperity, teeming population, great cities, countless towns and villages, and cultivated acres without end. It is destiny. The wealth of a great continent shall be tributary.

It is a land, an empire, to pin one's faith to. A territory for the permanent enterprise of the individual and the corporation. Every cloud in the sky of trade is fleeting. Stake your tent and fear not. Stay and share this golden future. The untoward conditions of to-day are temporary. You can not fly and return and flourish as of yore. Fear and desertion must pay a costly penalty.

Ancient Order of United Workmen.

The supreme lodge of this order met in Buffalo, N. Y., last month, and changed some of the laws to meet the present unfavorable conditions. As predicted by the COAST REVIEW for years, the order has finally been driven to grade assessments.

There are to be twelve assessments yearly, or one assessment a month; but a concession to the old uniform-raters has been made, to this extent: Jurisdictions that do not yet require twelve assessments yearly will not be required to adopt the graded assessment plan.

The progress of the order since 1890 has been as follows:

Dec. 31.	Member-ship.	Gain.	Per Ct. Gain.
1890 . . .	251,538 . . .	19,485 . . .	8.5
1891 . . .	276,152 . . .	24,614 . . .	9.8
1892 . . .	308,575 . . .	32,423 . . .	12.0
1893 . . .	328,775 . . .	20,200 . . .	6.5
1894 . . .	341,371 . . .	12,596 . . .	3.8
1895 . . .	354,389 . . .	13,018 . . .	3.8

The Ancient Order of United Workmen is virtually at a stand-still. Comparatively, it has been declining since 1892. The turning point is manifestly near.

A question for members is, Will the graded assessments prevent the order

from going down hill with increasing speed?

During 1895 39,473 new members were admitted and 22,765 lapsed, and 3,669 (over ten per 1,000) died. Death losses paid, \$7,313,039. It is a pity that so beneficent an order is embarrassed and is bound to fail.

This is a Pyrotechnic Year.

In this presidential campaign year the band will not only play with distressing frequency, but we shall have three months of bon-fires, fire-works and torch-light processions. In the nature of things pyrotechnic the number of fires will be increased, but vigilance and active fire departments may protect the afflicted cities from conflagrations, even though the country be ablaze with excitement. Looking over the fire losses by years, however, we are agreeably surprised to note that in presidential campaign years the aggregate loss is as often decreased as increased.

Presidential Campaigns and Business.

The common belief is that in presidential campaign years business is poorer than in other years, owing to the time given to politics and to some uncertainty as to the policy to be pursued in the administration of the government.

We are agreeably surprised to learn from a table in the *Philadelphia Finance and Commerce*, that in the last six presidential election years the totals of exports and imports equalled or exceeded those of contrasting years in 1872-80-84-92, and fell behind only in 1876 and 1888. The quarterly tables also support these findings. The same is true of iron and banking statistics.

Life insurance statistics show a gain in new business written in every presidential year since 1859, excepting 1876 and 1880, and in the former year more new business was written than in the succeeding year.

THE LOCAL AGENT.—Insurance Superintendent Durfee of Illinois says: "This department believes that the agent, if a

good one, is the hardest worked man connected with the company, and success or failure depends largely upon him. On his judgment and discrimination largely depends the success of a new company as well as the old ones. He is worthy of and should receive a just compensation, but if excessive commissions paid him absorb the profits of the company, he will soon have to look for another job."

Grand Life Figures.

In thirty-seven years the American life insurance companies reporting to the New York insurance department have paid to policyholders \$1,962,143,498.

In thirty-seven years they have insured nearly 6,000,000 persons.

They have paid \$431,976,390 dividends to policyholders.

Their dividends to stockholders have averaged only 7 per cent. on the capital invested.

They have paid \$391,901,213 for lapsed and surrendered policies, thus demonstrating the liberality of the management.

They have received \$3,032,934,069 premiums, have paid out \$2,698,364,271, and now have on hand, in trust for policyholders, \$1,142,419,926.

In thirty-seven years the annual premiums have advanced from less than \$4,000,000 to \$215,199,302.

The insurance in force has advanced from \$141,500,000 to \$4,818,171,000.

It is a wonderful record which no other human institution can parallel.

A BRANCH of the Adventists, it is said, claims that the old-line companies discriminate against the members of that peculiar religious faith by making no provision for the payment of insurance when the policyholder is carried bodily up into heaven. Under the circumstances, not having died, and evidence of translation not being acceptable evidence of death, the insurance company would not be liable and the beneficiaries would

be deprived of what in equity would be their due.

The Adventists hardly have just ground for a grievance, though, until some old-line company refuses to pay a claim based on this phenomenon. Meanwhile, we are sure, the Bankers Alliance will undertake to pay these peculiar claims, as well as disability and ordinary and extraordinary death claims, without extra charge and at cut rates.

Possibly if the regular companies were to recognize translation claims they would invite many conspiracies which have heretofore employed "mysterious disappearances" or substituted corpses for live policyholders.

It is announced that a projected Adventist assessment association will provide for the maturity of its policies in the event of proof that the insured person has been caught up into heaven. This we relate on the authority of a veracious exchange and in the knowledge that members of this sect believe in bodily translation.

On the Decline Since 1889.

The Order of Chosen Friends again reports a decrease in membership. December 31, 1889, the certificates in force numbered 39,492. This was high water-mark. The membership decreased steadily until in 1894, when desperate struggles restored the number to that of 1892.

But last year the membership fell from 37,779 to 29,571. Nearly one-third of the members withdrew from the order in 1895. The cause of this demoralization is elaborately explained in the January COAST REVIEW. The Order of Chosen Friends now has only \$30,668 assets, including \$6,633 supplies and furniture.

During 1895 no fewer than 12,287 certificates lapsed, which is not so surprising when one reads of the repudiating plan of "equalization." Note this significant line in the annual statement of the order: "Losses and claims paid and COMPROMISED during the year."

The year 1896 will doubtless make a much poorer showing for this doomed order.

Growing Grain Business.

Deep cuts were made on this class of risks, and no margin was left for profit with an ordinary loss experience. A great deal of new business has been written, under the stimulation of the cut. It is said that practically all of the larger fields in the grain-growing valleys in California have been covered.

The "Big Four," we are assured, have not only held their own, but have added to it in new fields. Other competing companies have ventured into "the ring," and have made things lively at least; but at cut rates it is safe to say that no insurer is the gainer, and that more than one office will be scorched in growing grain transactions.

Fires in this peculiar class of risks are about beginning, and a few weeks will tell the story of profit or loss.

New York is in Danger.

Recently the New York fire department turned out with fifteen engines and found water pressure enough for only three or four. By great good fortune the firemen restricted the fire to three or four houses. In many respects, in both the drygoods and the suburban districts, New York city "offers the most inviting prospect for the fire fiend," of all American cities. Next, probably, is Chicago. It has always been a surprise to us that conservative companies have been willing to write so freely in a city with an insufficient water supply and with immense stores of inflammable goods, like New York. It is not likely that a Chicago conflagration will be repeated there, but a 50 or 100 million loss may occur any day. Neither the fire department nor the water supply of New York is equal to the handling of a great conflagration.

AT THEIR annual meeting the directors of the Palatine spoke in the highest terms of the company's United States branch.

AS TIMES have grown harder fire losses have grown less. Some of our theories have grown less too.

Comparative Northwestern Figures.

WASHINGTON FIRE PREMIUMS.				OREGON FIRE PREMIUMS.		
<i>Companies.</i>	1895.	1894.	1893.	1895.	1894.	1893.
Aachen & Munich	\$ 1,000			4,096		
Ætna	48,891	29,835	26,608	18,447	13,831	14,461
Alliance Assurance	10,025	12,289	18,120	8,640	11,318	12,974
American Central	7,098	12,064	14,703	4,139	6,339	7,111
American Pa.	8,198	11,446	14,580	17,506	11,451	38,611
American, N. J.	6,806	6,478	7,502	2,586	2,073	3,294
Atlas	14,690	11,045	12,277	4,139	6,736	
British America	13,477	6,608	7,617			
Caledonian	20,304	19,278	19,550	11,099	13,562	20,567
Commercial Union	43,780	42,997	54,133	24,309	25,842	28,201
Continental	13,721	15,179			26,668	
Connecticut	9,466	6,816	9,508	22,265	21,577	28,634
Fireman's Fund	44,552	56,577	55,821	46,881	51,840	39,265
Fire Association of Pa.	9,163	9,483	15,057	10,314	10,560	14,262
Franklin	7,603		15,420			
German American	22,215	31,710	39,181	32,897	39,016	44,258
Greenwich	4,325	3,015	3,478	3,189	1,078	1,152
Hanover	12,194	13,182	8,157			
Hamburg-Bremen	22,425	15,747	24,538	23,105	23,518	28,080
Hartford	45,505	37,001	36,033	25,724	33,192	22,356
Home, N. Y.	26,351	23,713	35,235	42,419	21,235	22,652
Home Mutual	19,043	24,786	28,556	28,608	29,548	33,503
Imperial	13,512	10,340	28,931	15,448	9,971	14,625
Ins. Co. North America	15,169	14,594	18,881	18,659	14,009	7,982
Lancashire	21,744	19,033	22,572	12,360	12,268	11,754
Liverpool & Lon. & Globe	57,837	60,903	67,818	35,597	44,432	47,651
Lion	11,133	6,884	25,270	11,358	7,075	13,499
London Assurance	8,731	16,721	11,353	9,394	10,009	9,196
London & Lancashire	29,823	33,868		22,682	34,401	31,489
Magdeburg	8,413	12,110		10,091	9,699	
Manchester	19,658	21,466	22,971	14,181	17,239	21,169
Milwaukee Mechanics	8,845	8,179				
National, Hartford	31,236	27,533	34,007	16,458	13,199	18,545
New Zealand				24,460	19,377	29,367
Northern Assurance	8,731	16,721	11,353	9,394	10,009	9,196
Norwich Union	23,119	25,888	30,231	21,800	19,475	22,572
North British & Mercantile	28,189	25,098	35,618	18,143	18,630	22,492
North German	17,797	8,053	676	2,800		747
Orient	14,149	12,572	13,910	12,673	16,620	14,025
Palatine	44,369	49,396	60,924	16,115	11,983	31,886
Pennsylvania	11,168	8,985	12,272		2,940	3,169
Phoenix Assurance	19,328	21,698	27,152	17,552	28,359	34,445
Phoenix, Hartford	26,351	23,713	35,235	42,419	21,235	22,652
Phoenix, Brooklyn	29,370	27,257	44,401		3,949	6,321
Prussian National	4,854	10,848	13,670		8,918	9,913
Providence-Washington	7,060			1,844	2,096	4,033
Queen	7,466			11,728	8,918	12,521
Royal	23,119	25,888	30,231	21,800	19,475	22,572
Royal Exchange	9,421	11,287	14,501	17,507	16,640	16,180
Scottish Union	15,492			10,687	23,948	28,818
Springfield	20,988	18,338	17,116	14,955	18,743	20,535
St. Paul	2,202	264			1,506	
Sun, London	11,654	19,477		23,143	39,397	
Svea					2,401	1,537
Transatlantic	11,105	14,566	28,027	4,510	3,684	6,245
United Firemens	1,223	2,194	3,260			
Union Assurance	11,398	11,108	11,265	11,653	12,624	13,014
Western Assurance	17,969	8,811	10,573	31,829	18,076	19,258
Westchester	12,291	15,145	26,533	9,437	11,216	10,991
Williamsburg City	4,005		4,552			
Totals	\$1,020,587	\$1,147,583	\$1,289,637	\$835,058	\$874,210	\$893,776
Average loss ratio	67.0	54.1	55.4	46.2	70.5	42.1
Number of companies	58	67	67	49	58	52

Defaulter Parks.

W. S. Parks, employed as a solicitor in the city agency of the Alliance, is a defaulter to the amount of \$800. The young man, following in the footsteps of his father, was a regular attendant and patron of the races. His fondness for "books" was doubtless responsible in part for his "blindness" when the color of his employer's money was at issue. Parks, Jr., had previously displayed a strong attachment for money which did not belong to him.

Parks, Sr., C. E., is an old offender as a rebater. In the P. I. U. days he rebated a larger percentage than the regular commission or brokerage. The union finally took away his license as a broker. Since then Parks has been placing business through his son and through other parties, never, indeed, finding any difficulty in placing it.

It is a lamentable fact, the source of no end of demoralization, that there are too many offices which do not hesitate to deal with notorious rebating brokers like Parks. Such brokers do not control any business, except through tenders of high rebates; and to accept their business is to put a premium on demoralizing practices which lead inevitably to cut rates and dissolved compacts.

The self-respecting broker, dealing honestly with both insurer and insured, and giving the property-owner the benefit of his knowledge and experience, can not compete with brokers of the Parks stamp.

THE Australian Mutual Provident Society is one of the largest and most thriving life offices in the world, and it is therefore a suprising fact that it is unrepresented in Great Britain, the mother country. A majority of the members, for some unknown reason, oppose the transaction of business outside of Australasia. We believe the society would do well in the old country, and thereby largely increase its investments at home. The average opportunities for investment in Australasia are about as good as in the

United States, and it need surprise no one if some day the Australian Mutual Provident should conclude, with the consent of the members, to set up a department in this country. The society, in the face of the greatest competition, wrote \$15,000,000 of new business last year. It has a total premium income of some \$8,000,000, and total assets of \$65,813,065, making it, we believe, the largest insurance company in the British empire.

Knights of Honor on the Down Grade.

Increased death rate, increased cost, decreased membership. This is the trouble-making record. The Knights of Honor society is sliding down the hill of insolvency.

Here is the record for the past six years:

CERTIFICATES IN FORCE.

January 1, 1891	135,212
January 1, 1892	132,499
January 1, 1893	127,073
January 1, 1894	123,354
January 1, 1895	119,785
January 1, 1896	115,212

Suicides in the Knights of Honor.

The Knights of Honor order held its annual meeting in Louisville, Ky., last month, and wrestled with the increasing death rate problem. To "catch flies" it is now proposed to offer the sweet inducement of a paid-up certificate. In this way the obligations of the present and near future may be met at the expense of the holders of paid-up certificates in the sour bye-and-bye.

One of the representatives of the order refers to the astounding suicide experience of the order as follows:

"The amount of death benefits being paid by our order, on account of suicides, is the subject of much complaint by many of the members. The records show that since organization 904 members have died by their own hands, entailing drafts upon the benefit fund aggregating \$1,781,000. Doubtless the number would be considerably increased were all the facts known.

"Of the number who have committed suicide 110 deaths occurred before the end

of the first year of membership: 73 occurred between first and second years; 65 between second and third years; 68 between third and fourth years, and 63 between fourth and fifth years, making a total of 379 deaths from suicides occurring before the end of five years of membership. Three hundred and nine suicides occurred between the fifth and tenth years of membership; 178 between the tenth and fifteenth years of membership, and 38 between the fifteenth and twentieth years of membership in the order."

THE Knights of Honor order is struggling with four assessments monthly. The supreme dictator recommends that in cases of death caused by chronic alcoholism or suicide the death benefit shall be only the amount paid into the mortality fund. This recommendation seems like seeking a pretext for repudiation, because the order is embarrassed by an increasing death rate from normal causes. The "dictator" in this republic of "Knights" is evidently of opinion that the beneficiary of a man afflicted with chronic alcoholism has no rights which the Knights of Honor is bound to respect.

PERPETUAL INSURANCE.—Whiting's Philadelphia Directory gives the deposits on this class of risks as \$10,639,272 and the losses \$109,911. There is an average deposit of \$24.80 per \$1,000 insurance, which at 5 per cent. interest yields \$1.24 per \$1,000. The risks in force aggregate \$429,000,000. The loss ratio, even at the low premium rate, is only about 20 per cent. of the interest receipts. The leading companies writing this business are the Fire Association, Franklin Fire, Pennsylvania Fire, Ins. Co. of North America and American Fire.

DECLINING: Average rate of fire premiums on both annual and term risks: ratio of term risks to total: ratio of losses, from 59.99 to 55.88. Increasing: ratio of term to total premiums, dividend percentage, commission percentage, expense percentage. These comparisons are the

figures of 1894 with those of 1895, as compiled by the National Board of Fire Underwriters. Last year dividends were 10.32 per cent.; commissions, 18.61; expenses, 35.61; losses to risks written, 48.85.

Death of Secretary Geo. H. Burdick.

A cablegram from Heidelberg, Germany, announces the death, on July 2, of Geo. H. Burdick, secretary of the Phoenix Ins. Co. of Hartford. Several months ago the deceased suffered a serious attack of lagrippe, which was followed by heart trouble. Mr. Burdick entered the service of the Phoenix as clerk in May, 1860. In December, 1867, he was elected assistant secretary, and in September, 1888, secretary. The deceased was in his 55th year.

THE man who indulges too freely in spirits sometimes finds that the law has set a limit beyond which lies punishment. It is manifestly better to drink too little (if that were possible) than too much, since both nature and man may inflict a penalty for the latter. An enterprising English publican, it is said, has devised a plan whereby drinking men may indulge themselves liberally without fear of a fine should they exceed the limit of temperance. For a weekly premium of four cents he guarantees his customers against getting drunk, or rather against the legal effects of drunkenness. If they are arrested, he employs counsel to defend them; if they are fined, he pays their fines. Saloonkeepers in the United States employ their "pull" in courts, with the same benevolent ends, but their insurance premium is levied indirectly.

Defalcations are a million a month. Moral: insure in a fidelity or surety company. Like the
Pacific Surety,
Fidelity & Casualty,
National Surety,
American Surety:
all which insure against defalcation.

An effort is being made to gain control of the stock of the American of New York.

June Fires.

—
WASHINGTON.

25. (May) Colfax, fr dwg and contents: Western Assurance	\$1,200
13. (March) Seattle, fr dwg and contents: Western	\$550
6. Everett, fr hotel: Phoenix, Hartford Commercial Union	\$1,200 500
9. Tekoa, fr dwg: Phoenix, Hartford	\$600
26. Cheney, creamery: Hamburg-Bremen	\$1,000
. . Spokane co., creamery: Royal	\$1,250
20. Ballard, shingle mill: Springfield National, Hartford	\$522 312
1. Lervis co., fr dwg: Royal Exchange	\$617
14. Rayallup, fr dwg and furni: Royal Ætna Liverpool & London & Globe	\$1,829 1,829 1,168
31. (May) Pierce co., fr dwg and hhld furni: Phenix, Brooklyn	\$1,350
27. Sprague, dwg: Springfield	\$700
14. Tacoma, dwg: Scottish Union	\$748
20. Spokane co., contents of dwg: Royal	\$779
16. Seattle, fr dwg and furni: North British & Mercantile Ætna	\$1,000 703
. . Walla Walla, grain warehouse and sheds: Atlas	\$4,000
Losses under \$500	\$8,894
Total Washington	\$30,751

*

OREGON.

3. Grant's Pass, mdse: North British & Mercantile Norwich Union	\$638 875
27. Medford, saloon and stock: Royal Hamburg-Bremen	\$1,200 849
11. Grant co., dwg and contents: Scottish Union	\$850
21. Hilgard, bldg and machinery: Phoenix, London Palatine	\$1,000 975
24. Albina, fr dwg: German-American	\$700
29. Dalles, fr dwg: German-American	\$1,000
9. Macminville, fr dwg and contents: Hartford	\$570
28. Sellwood, dwg: Ins. Co. North American	\$600
22. La Grande, planing mill: Western Assurance	\$1,000
3. Astoria, fr bldg: Westchester	\$598
21. Pendleton, fr store bldg: Phoenix, Hartford Scottish Union	\$500 941
27. Marian co., fr dwg and contents: German-American	\$800
16. Salem, br store: Connecticut	\$500
22. Yamhill co., dwg and contents: Norwich Union	\$2,000
8. Portland, electric plant: Scottish Union Providence-Washington Norwich Union Atlas Queen Caledonian American, N. J. Manchester Hamburg-Bremen New York Underwriters Fireman's Fund Commercial Union Palatine Home Mutual Aachen & Munich Magdeburg Transatlantic London & Northern Liverpool & London & Globe Ætna	\$1,000 1,500 1,500 2,500 2,500 1,500 1,000 1,500 1,500 7,500 2,400 5,000 2,500 2,500 2,500 2,500 2,500 1,000 2,500 5,000 2,500
Total	\$50,400
26. Portland, saw mill and lumber: Ætna Transatlantic Palatine Atlas North British Greenwich Orient Scottish Union Springfield National, Hartford American, Pa.	\$3,000 500 2,000 1,250 2,000 800 1,500 1,500 1,000 1,000 1,000

Svea	500
Norwich Union	1,500
American Central	650
St. Paul	650
Phoenix, Hartford	2,000
Home, N. Y.	1,000
Western	3,750
Lion	500
Imperial	1,000
Total	\$27,100
25. Portland, fertilizer works:	
National, Hartford	\$850
Springfield	850
26. Roseburg, dwg:	
Phoenix, London	\$1,000
Losses under \$500	\$6,485
Total Oregon	\$102,281

*
IDAHO.

2. Clyde Spur, flax-seed in warehouse:	
London & Lancashire	\$3,807
Losses under \$500	\$442
Total Idaho	\$4,249

*
MONTANA.

11. Big Timber, stock clothing:	
Fireman's Fund	\$1,000
Union, London	1,000
St. Paul	1,000
Home Mutual	1,000
Ætna	1,000
Hartford	1,000
24. Missoula, fr dwg:	
Lion	\$943
Losses under \$500	\$1,127
Total Montana	\$8,070

*
COLORADO.

16. Gunnison, stock of cutlery:	
Lion	\$750
6. Elizabeth, dwg:	
North German	\$983
25. Durango, smelter:	
National, Hartford	\$833
Scottish Union	624
North British	833
Home Mutual	900
Losses under \$500	\$4,008
Total Colorado	\$8,931

*
NEW MEXICO.

6. Wagon Mound, bldg:	
Fireman's Fund	\$887

15. Santa Fe, sanitarium:	
Scottish Union	\$4,500
Manchester	2,043
Losses under \$500	\$472
Total New Mexico	\$7,902

*
UTAH.

13. Salt Lake, fr dwg:	
German-American	\$500
25. Mercur, store bldg and general mdse:	
Phoenix, Brooklyn	\$ 500
Phoenix, Hartford	1,000
Scottish Union	500
American, Pa.	500
Svea	500
Losses under \$500	\$2,671
Total Utah	\$6,171

*
BRITISH COLUMBIA.

Losses under \$500	\$1,406
------------------------------	---------

*
WYOMING.

Losses under \$500	\$469
------------------------------	-------

*
ARIZONA.

Losses under \$500	\$1,215
Total outside territory	\$171,445

CALIFORNIA.

8. Bakersfield, saloon:	
Fireman's Fund	\$800
17. Bakersfield, fr dwg:	
Connecticut	\$900
27. Colton, fr dwg:	
Home, N. Y.	\$525
26. Coronado, dwg and furni:	
Palatine	\$ 500
Phoenix, London	2,113
21. Berkeley, fr hotel:	
Liverpool & London & Globe	\$950
18. Contra Costa co., fr barn:	
Royal Exchange	\$1,970
3. Chico, dwg and barn:	
Queen	\$571
22. Butte co., dwg and contents:	
Royal	\$2,183
18. Fresno, hhd furni:	
Royal	\$609
Transatlantic	609
11. Knights Landing, dwg and conts:	
Phoenix, London	\$2,361
9. Fresno, fr dwg and contents:	
Prussian National	\$696

1. Folsom, fr dwg, hhld furni & dry goods:	13. Merced, general fire:
Liverpool & London & Globe \$ 500	Royal \$1,005
Scottish Union 1,500	Queen 2,050
Orient 945	Palatine 4,000
2. Fresno, fr bldg:	London & Lancashire 2,000
American Central \$854	Providence-Wash. 500
19. Humboldt co., dwg and barn:	Hartford 8,200
Fireman's Fund \$1,200	Connecticut 3,000
19. Fullerton, fr barn:	Royal Exchange 5,000
Home, N. Y. \$1,000	London & Northern 800
7. Los Angeles, stock paints and oils:	Home, N. Y. 2,000
New Zealand \$ 576	Fireman's Fund 2,150
Scottish Union 575	American, N. J. 1,200
Lancashire 1,151	German-American 746
6. Los Angeles, dwg:	Scottish Union 625
Fireman's Fund \$400	Total \$33,276
7. Los Angeles, general mdse:	29. Nevada co., fr ice house:
Home, N. Y. \$2,499	American, Pa. \$1,500
24. Los Angeles, street railway property:	Svea 1,500
Caledonian \$3,400	23. Marin co., fr dwg and contents:
Manchester 600	London & Lancashire \$500
19. Los Angeles, grain:	24. Newman, barns:
Home, N. Y. \$1,000	Fireman's Fund \$689
4. Los Angeles, fr bldg and contents:	13. Ocean Side, fr hotel and furniture:
American Central \$842	Lion \$1,000
St. Paul 561	Imperial 1,000
4. Los Angeles, plaster and cement works:	National, Hartford 1,000
Union, London \$2,800	Springfield 1,000
Palatine 650	Palatine 4,000
Ætna 1,375	Ætna 1,500
New York Underwriters 2,500	Union, London 1,500
6. Los Angeles, fr dwg and contents:	Caledonian 1,007
Hanover \$800	Providence-Wash. 1,000
Magdeburg 500	Phoenix, London 1,000
11. Los Angeles, fr dwg:	Insurance Co. of North America . . . 1,500
Hartford \$931	Sun, London 1,500
8. Los Angeles, dwg:	Total \$17,007
Phoenix, London \$593	5. Oakland, barn and contents:
. . Los Angeles, fr dwg:	Sun \$625
Northwestern National \$1,000	27. Oakland, fr dwg:
8. Los Angeles, fr bldg:	Phoenix, London \$1,800
Union, London \$250	23. Oakland, contents fr dwg:
. . Los Angeles, dwg:	German-American \$594
Queen \$1,500	28. Prosser Creek, ice house:
21. Lemoore, fr dwg and fr barn:	Insurance Co. of North America . . . \$1,466
Liverpool & London & Globe \$1,105	24. Red Bluff, dwgs, barns, etc:
23. Orland, fr dwg:	Manchester \$1,516
Ætna \$858	Caledonian 2,884
. . Oroville, dwg:	Palatine 585
Westchester \$1,000	Springfield 1,369
25. Napa co., fr dwg and contents:	London & Lancashire 2,390
Home Mutual \$739	Hanover 1,467
London & Lancashire 706	1. San Jose, dwg:
	North German \$735

22. (May) Santa Cruz, mdse:	
Commercial Union	\$1,231
25. Sausalito, stable:	
Hamburg-Bremen	\$475
28. (May) Santa Clara co., fr dwg:	
New Zealand	\$1,950
4. Near San Jose, barn:	
Atlas	\$600
18. Sacramento, dwg:	
Alliance	\$800
Hanover	611
1. San Jose, dwg:	
Royal	\$1,350
2. San Rafael, dwg and contents:	
Magdeburg	\$739
24. San Pedro, fr fish cannery:	
Hanover	\$1,400
Prussian National	1,000
Liverpool & London & Globe	7,200
Fireman's Fund	1,200
4. Santa Cruz, fr dwg:	
Fire Association	\$675
28. Sacramento, fr carpenter shop:	
Liverpool & London & Globe	\$500
28. Santa Ana, fr church bldg:	
Liverpool & London & Globe	\$1,509
28. (May) San Louis Obispo co., farm dwg:	
Home Mutual	\$650
16. Stanislaus co., grain in field:	
Home Mutual	\$977
Fireman's Fund	444
Hartford	444
1. Sacramento, dwg and contents:	
Scottish Union	\$2,225
30. (May) San Bernardino, dwg and contents:	
Fireman's Fund	\$637
29. San Louis Obispo co., grain in field:	
National, Hartford	\$350
Springfield	350
13. Stockton, dwg:	
Ins. Co. North America	\$850
23. Sonoma, church:	
Ins. Co. North America	\$4,215
15. Shasta co., fr dwg and contents:	
Hartford	\$984
27. Yolo co., fr barn:	
Hartford	\$970
23. Santa Clara co., hhld furni and fr dwg:	
Phoenix, Hartford	\$1,650
14. San Diego, hotel:	
Scottish Union	\$2,500
Orient	2,500

. . . San Diego, fr bldg:	
Westchester	\$1,825
Losses under \$500	\$31,038
Total California S. F. Ex.	\$103,449

SAN FRANCISCO.

22. Fr dwg:	
Royal Exchange	\$425
. . . Hhld furniture:	
Northwestern National	\$400
7. Chinese mdse:	
Atlas	\$956
14. (May) fr dwg:	
New Zealand	\$831
Losses under \$500	\$10,345
Total San Francisco	12,960
Total California	206,409
Total Pacific Coast	377,854

Losses by Companies.

American, Pa.	\$ 4,093
American Central	4,082
Aachen & Munich	3,300
Etna	17,041
American, N. J.	2,005
Atlas	10,723
Alliance	2,008
British America	410
Commercial Union	8,987
Caledonian	11,047
Connecticut	4,418
Fireman's Fund	14,982
Fire Association	932
Firemens, Baltimore	573
German-American	6,445
Greenwich	800
Home, N. Y.	10,077
Hartford	14,224
Hanover	4,778
Home Mutual	7,905
Helvetia	137
Hamburg-Bremen	4,085
Imperial	3,666
Insurance Company of North America	9,488
Lion	3,886
London & Lancashire	11,048
Lancashire	2,823
London & Northern	5,449
Liverpool & London & Globe	20,709
Milwaukee Mechanics	516
Magdeburg	4,387
Manchester	8,559
North British & Mercantile	4,470
Norwich Union	5,875
New York Underwriters	10,160

North German	3,012
National, Hartford	6,174
New Zealand	5,984
Northwestern National	1,660
Orient	5,970
Phoenix, London	8,761
Providence-Washington	3,175
Palatine	16,200
Pennsylvania	893
Phoenix, Hartford	11,441
Prussian National	3,254
Phoenix, Brooklyn	2,010
Queen	7,041
Royal Exchange	9,119
Royal	11,307
Svea	3,618
Sun, London	3,392
Scottish Union & National	19,923
Springfield	6,153
St. Paul	2,729
Transatlantic	2,509
Union, London	5,760
Westchester	4,423
Western	7,341
Total	\$377,854

Coast Monthly Fire Insurance Losses.

CALIFORNIA.

Month	1896	1895	1894
January	\$ 99,549	\$ 103,457	\$ 152,580
February	153,116	149,517	323,878
March	164,448	113,812	179,778
First quarter	\$ 417,113	\$ 357,786	\$ 656,236
April	158,298	315,855	282,946
May	259,080	110,405	167,431
June	171,445	539,976	153,715
Second quarter	\$ 588,823	\$ 957,236	\$ 604,092
First six months	1,005,936	1,315,022	1,260,348

ENTIRE COAST.

Month	1896	1895	1894
January	\$218,220	\$ 245,720	\$ 406,024
February	258,403	293,676	491,475
March	337,554	295,927	381,308
First quarter	\$ 814,177	\$ 835,323	\$ 1,278,807
April	351,936	477,235	459,131
May	305,021	218,019	327,783
June	377,854	613,805	302,175
Second quarter	\$ 1,034,811	\$ 1,309,092	\$ 1,089,089
First six months	1,848,988	2,144,422	2,367,896

A BRITISH OFFICE complains of its steady losses in Chicago and vicinity, but consoles itself with the declaration that such is the experience of most companies.

Queer consolation this which affords no hope of a more profitable experience. It is this general unprofitable experience in Chicago, no doubt, which deters Chicago capitalists from organizing a creditable fire insurance company.

Geo. W. Spencer Goes to the Ætna.

Manager George W. Spencer, of the Pacific department of the Manchester, Caledonian and American of Newark, has accepted the general agency of the Ætna Insurance Company, jointly with George C. Boardman. The firm name of the general agents of the Ætna will be Boardman & Spencer. Mr. Spencer assumes his new duties August 1st, and returns to the service of the Ætna after an interval of nearly seventeen years.

In 1869 Mr. Boardman, the general agent of the Ætna, tendered Mr. Spencer, then a young man of 26, a position in his office. The offer was accepted, and successively as clerk, accountant and special agent, under General Agent Boardman, Mr. Spencer was trained in the methods and practices of sound and successful underwriting. The agreeable personal relations thus established have ever since been maintained.

In February, 1880, the management of the insurance department of Balfour, Guthrie & Co.'s general agency was tendered to and accepted by Mr. Spencer. The premium income of the agency that year was \$107,000. It has since steadily advanced, under Manager Spencer, increasing finally to over \$446,000, and falling off only slightly from this handsome figure in the last two years of demoralized rates. In the past six years the total premiums of the agency have been \$2,492,495, and the losses only \$1,245,767, the business thus yielding handsome profits to the companies. A still better showing is made by the whole figures since 1880.

Though a native of Philadelphia, Mr. Spencer was reared on the old homestead in Connecticut. In 1862, in his nineteenth year, he became a volunteer in the Union Army, and served with the 15th Penn-

sylvania cavalry until the close of the Civil War. In 1868 he accepted a business offer in Tahiti island, and passed through San Francisco. Finding the prospects not to his liking, he returned to this city, in 1869, where he has ever since been engaged in fire underwriting.

Mr. Spencer is well known to our readers, as manager for several companies and as an unyielding champion of rates and those practices which support rates and organization and are essential to profitable fire underwriting.

False Rumor Touching the Palatine.

The basis of a false rumor touching the Palatine's Pacific Coast department, circulated recently in San Francisco, was probably the announcement of a change in the local management of a prominent British company. This important piece of "news," filtering through some official sieve, developed into an expression of a belief, and finally into the rumor of an accomplished fact.

There is ground for the belief that somebody maliciously named the Palatine as the subject of this alleged Pacific Coast change, and so circumstantial become the reports that it was declared that Manager Laton had sent to his principals a letter of resignation.

Two other British offices were named by rumor, also, but only the Palatine was singled out with a positive declaration. This discrimination, as we have said, indicates malice on somebody's part. There has been, apparently, a design to injure both Manager Laton and his company.

Newspapers, ambitious to print the news, give circulation to these rumors, and thus avoid a "scoop" should they turn out to be true. The publishers may have some valid excuse, but the ordinary circulator who passes the alleged news as genuine coin is something worse than a gossip.

The "street," as it must shame-facedly admit, is too often guilty of thoughtless mischief in this direction. A little skepticism would be wholesome and creditable alike to the honor and common sense of

the "street." We suggest a little reform. Hereafter, let every man cast the stone of doubt at a mere rumor, and if it is without the element of truth it will vanish.

In conclusion the COAST REVIEW is authorized to state that Manager Laton has not resigned, has never thought of resigning, and his company has not the slightest idea of retiring from the Coast or any other part of the United States.

Special Dispatch to the Coast Review.

CHICAGO, ILL., July 15, 1896.

THE COAST REVIEW, San Francisco:

The Thuringia Fire Insurance Company of Erfurt, Germany, has just deposited with the authorities of the state of Massachusetts \$200,000.00 and will shortly deposit in Oregon \$50,000.00 additional. The Thuringia is an old established fire office, having been organized in 1853. The present assets of the company amount to over \$10,000,000, with a large net surplus. F. G. Voss, of San Francisco, has been named as the United States manager of the newly admitted German company with headquarters in Chicago. It is believed here that Mr. Voss will at an early day establish agencies in the principal states of the union, including a general Pacific department.

The Situation Once More.

Little change can be reported for the past thirty days. The several objectors to the constitutional amendments as adopted have submitted to the executive committee of the Board of Fire Underwriters formal expressions of the views and requirements of the companies which they represent. The propositions which may thus be considered to have been made are now under consideration.

It is hoped that the two divisions will be able to harmonize and unite upon a mutually satisfactory constitutional clause touching the matters at issue. If an agreement is reached, as the result of this latest conference, it is possible to re-establish rates within the next thirty days. The urgency of the case grows stronger every day, and procrastination must certainly increase, not only the

gross losses, but also the chances of permanent reorganization.

Benjamin J. Smith, Assistant Manager.

We are able to add to the interest of this number by including in its contents a "half tone" portrait of the newly appointed assistant manager of the Pacific department of the Royal Exchange and Connecticut fire offices, B. J. Smith, or, as he is more familiarly known, "Ben" Smith, for many years a special agent in this field.

Manager Robert Dickson, in a pleasantly worded circular, notifies the Coast agents of the companies that Mr. Smith has been promoted to the position of assistant manager, and refers to his intelligent and painstaking services which have won respect, esteem and promotion.

Mr. Smith comes of Puritan ancestry, and was born in 1860, in the same house in New Marlboro, Mass., in which his grandparents for four generations had lived and died. Indeed, Mr. Smith's birthday is celebrated in many large American cities by some of our foreign fellow citizens—on March 17th. This is a joke.

In 1877 Mr. Smith removed to California, and in 1879, at age 19, entered the service of the Connecticut Ins. Co. in this city, as office boy, and successively filled every position in the office and in the field. The office and field experience thus acquired of course fits him well for the duties of an assistant manager.

When the Coast management of the Connecticut was transferred to Mr. Dickson, in 1886, Mr. Smith continued in the service of the company under the new management, as special agent and adjuster; but for some years past he has been Manager Dickson's assistant in the office. During the latter's absence in Europe, last year, Mr. Smith was in full charge. As our readers know, this was a trying time on this Coast, with "war and rumors of war" of rates. The recent promotion may therefore be accepted as evidence that the business of the department was conducted in this demoralized

state of underwriting affairs, to the satisfaction of Manager Dickson and the Royal Exchange and the Connecticut.

Mr. Smith is a very pleasant gentleman socially, and he has a large circle of friends, among local agents and here in San Francisco among the offices, who will cordially join the COAST REVIEW in congratulating him on his elevation to a more important and responsible position.

Large Lines in Fire Insurance.

Our Hartford contemporary, the *Journal*, defends the growing practice, in this country, of writing large lines and reinsuring the greater part of same. "It may be English," says our contemporary, "but it is not for that reason to be condemned." "The insured has only one company to deal with, and only one adjuster, in case of loss, to settle with."

It seems to us that there should be at least two objectors to the very large fire policy covering one risk, to-wit: the insured and the re-insurer.

The owner or owners of the large risk should oppose the single policy because it places the insured in the power of one insurer. The insured must await the single company's pleasure in the settlement of the loss, and he must accept its adjustment or go to law for the entire amount of the claim. If this single large insurer fails, the claimant loses all; or, which is almost equal to an outright loss, must await the tardy action of a receiver for a pro rata settlement. If the amount of claim is substantially all of the insured's capital, as is often the case, he is bankrupted. In any case, he is seriously embarrassed.

With several companies carrying the risk, the insured is certainly possessed of some advantage in the settlement of a disputed claim. Ordinary competition will often prompt the several companies to make the insured a more liberal offer than would otherwise be the case. The failure of any single insurer, or its refusal to pay on the basis of the adjusted loss, will not prevent the insured from resuming business at the old stand with the



BENJ. J. SMITH,

ASSISTANT MANAGER PACIFIC DEPARTMENT

Royal Exchange Assurance and Connecticut Fire Insurance Co.

proceeds of the insurance paid by the several companies.

In the case of large lines the re-insurers have nothing to say about the investigation or adjustment of a loss, and have no supervision or control of the risk. Often they know nothing of the real circumstances governing its acceptance, and have no certainty that it has not been taken to secure a more desirable line which will not be shared with them.

Murder by Burglars and Highwaymen.

An English burglary insurance company recently issued a policy covering the risk of murder by burglars or house-breakers. The English insurance press favorably comments on this "enterprise."

The other-side-the-pond company is about ten years behind the Pacific Mutual of San Francisco, which was the first accident company in the world to cover the risk of death by burglars and highwaymen.

Backbone in Fire Underwriting.

AT CRIPPLE CREEK.

It is quite time that something was done by combination or otherwise to strengthen the backbone of the ordinary insurance company (should it be found, by a careful application of the X rays, that a backbone forms part of the anatomy of any such ordinary company). On the 11th of July, 1894, the Rosebud Mill at Cripple Creek, Colo., was destroyed by fire, with insurance of \$50,000. On investigation it was found that the application for insurance was supported by false warranties, and the adjusters in the case decided that the companies were not liable. Instead of making further investigation, rather than be troubled with any extraordinary examination of the facts of the case, companies paid 95 per cent. of the claim, in all some \$40,000. The Western Assurance Co. of Toronto, however, with \$6,000, acting on the advice of the adjusters, refused to pay, and as a result of a careful trial at Denver, Colo., the judge now declares that the contention of the plaintiff (owners of the Rosebud Mill) was

absurd, and that the Western was right in its refusal to pay.—*Baltimore Underwriter*.

AT CHICAGO.

But They Will Back Down.—The Chicago fire underwriters, after the most careful consideration, have taken the insurance taxing bull by the horns in the matter of the city ordinance passed in February last taxing all, excepting Illinois companies, two per cent. on their gross premiums for the benefit of the fire department. Municipalities anywhere in the state were authorized by an act of the last legislature to do this, and Chicago and a large number of smaller cities hastened to avail themselves of the provisions of the new law. A few weeks ago the underwriters decided to offset this fire department tax by increasing the existing rates five per cent. in the outside towns and cities imposing it, with the result that most of them have repealed the ordinance. On Friday last the Chicago Underwriters' Association at a called meeting, largely attended, finally decided to extend the five per cent. increase to Chicago business of all kinds, and it is expected there will be no backing down.—*The Argus*.

Our Exchanges.

The unfortunate editor of the *Insurance Agent*, New Orleans, is afflicted with a severe attack of insomnia. The poor benevolent fellow spends his nights as well as his days, hard at work, writing, writing, that his readers may sleep.

The *Travelers Record* thinks the *Darislakey* would not appear as often as once a week if appearing only when it had something to say. Our New York contemporary is not so well written nor so bright as formerly when opposed to sand as under-pinning for homes.

How can we expect an Englishman three thousand or more miles away to discuss American politics intelligently when an Englishman in Canada, editor *Insurance & Finance Chronicle*, reveals such profound depths of ignorance? As

he condemns the St. Louis convention because it is pledged to free silver, we impatiently await his comments on the Chicago convention.

Semi-Annual Statement of the Home of New York.

A SPLENDID SHOWING—A QUARTER MILLION GAIN IN NET SURPLUS—\$137,000 ADDED TO ASSETS—IN ROUND NUMBERS THE HOME NOW HAS TEN MILLIONS ASSETS, TWO MILLIONS NET SURPLUS AND FIVE MILLIONS POLICY-HOLDERS' SURPLUS.

The eighty-sixth semi-annual statement of the Home Insurance Company of New York, presenting in detail its condition on July 1, 1896, is an exhibit of rare prosperity and progress. Since January 1, 1896, the Home has made giant strides in resources and has strengthened its condition remarkably from both the stockholders' and property-owners' points of view.

During the past six months the Home has increased its net surplus \$251,000, making a total net surplus of \$1,956,540. The assets have increased \$137,000, and are now a total of \$9,990,187. The unpaid losses, too, are \$80,000 less. Without allowing anything further for corresponding gains since, these great totals may properly be expressed in round numbers as follows: Assets, \$10,000,000; net surplus, \$2,000,000; policyholders' surplus, \$5,000,000. It is indeed a splendid showing, of both the great totals and the remarkable progress in six months.

In all the essentials of strength and security, as well as in size and business transacted, the Home of New York ranks among the foremost fire offices of the world. Comparisons may be confidently invited by the company's representatives.

We need hardly remind the reader that in this field the Home operates most successfully in conjunction with the Phoenix of Hartford, under the management of General Agent A. E. Magill.

The insurance companies are losing money in Texas, but as every other kind of business is losing money also it is

thought inopportune to raise rates. The charitable insurance companies prefer to lose money rather than irritate the dear people.

Chips.

—IT IS NOW NINETEEN MONTHS SINCE the California rate war broke out.

—The fire offices LOSE MONEY ON CALIFORNIA BUSINESS every day that there is no compact.

—Incendiary fires, according to newspaper reports, are increasing on the Coast. The more need of a tariff.

—If politics affects credit there will be smaller stocks of merchandise, decreased premiums and reduced income for local agents.

—Two furniture factory fires in San Francisco in a single week, and a furniture store factory in a neighboring town besides. What is the matter with the furniture business?

—The Butte, Mon., fire chief is said to be incompetent, merely holding his position in discharge of a political debt. The department apparatus is not altogether satisfactory, and building ordinances are ignored.

—The total loss on Fuller & Co's pig lead has astounded the New York Lloyds on the risk. Pig lead burn? Impossible! But the damage to the lead in course of corrosion—pots, acids, lumber, labor and lead—made a total loss from which the alternative of re-shipping and refining afforded no relief.

—Col. A. G. Hawes of London, England, is visiting his many friends in California. The Colonel has a nice and very pleasant position with the New York Life as its London manager, but his friends here intimate that he would rather command a smaller army at less pay, if he could be permitted to do so, with headquarters in San Francisco. It is hard for the Colonel to "break away" from pleasant associations of thirty years.

—The drouth in Texas has almost ruined the corn (maize) crop and seriously damaged cotton. Now watch the effect on fires. The losses recently have been extraordinary.

—The Mutual Life issues a handsome and timely voters' manual. Among the contents are "voters' qualifications" and comparisons of the McKinley and the present tariff.

—One Sound Lloyds.—The Lloyds are not very popular these days. So many people have been bitten with cheap indemnity that the Lloyds are justly in poor repute. The public should remember, however, that everything that bears the name of Lloyds is not of a temporary and ephemeral character. Some people seem to think that the Lloyds Plate Glass insurance company belongs to this temporary class. They should disabuse their minds of this impression at once. The Lloyds Plate Glass is a sound, substantial and well managed stock corporation, and has nothing whatever in common with the disreputable lot of fake organizations which have infested this city for several years.—Chronicle, N. Y. Chas. Christensen represents this very sound Lloyds on the Pacific Coast.

—Royal Insurance Company.—To-day the shareholders of the Royal have a very pleasant task before them, as they will meet to receive and adopt the most satisfactory report ever issued in the course of the company's existence. It is fitting and gratifying that 1895, which marks the jubilee of this popular office, should prove in so marked a degree a record year in every sense. The magnitude of its operations in the fire department and the splendid results derived therefrom are phenomenal. The actual trading profit, exclusive of interest, approximates closely to a quarter of a million, and notwithstanding the liberal dividend paid to the proprietary fully one-half of this profit can be spared, and remains to fructify with the vast resources previously amassed by the company.—London Finance Chronicle.

Boyd & Dickson have been appointed city agents of the Northern Assurance Company.

—Thomas J. Finney (formerly of San Francisco), of Chicago, has been found guilty of rebating, by Referee Russel.

—In this cruel war the stockholders, as President Lincoln said to an office seeker, do not seem to have much influence with the administration.

—This is What We Like.—With the courage of their convictions, the business men of Natchez, Miss., a place of 11,000 people, have organized a local fire office with \$100,000 capital, to beat the tariff. They will hold her nozzle agin the shore until the tariff levee is broken or the capital is no more.

—Bike Clause.—It is said that a big bicycle-maker insists on the following clause in every policy, and as he professes to be able to carry his own insurance the clause "goes": "In the adjustment of any loss under this policy the value of all bicycles shall be considered the retail catalogue price, less forty per cent., and parts of bicycles and bicycle sundries supplied by the — Mfg. Company, twenty-five per cent. less than the price at which they are invoiced to the branch hereby insured." Manufacturers' profits are evidently added.

—At Cripple Creek.—After the first conflagration a great deal of new business was written, and in the haste to write it several agents neglected to name the company in their binding receipts. Before the policies could be issued the second conflagration occurred. Now the question is, in cases where the careless agent represented several companies, Which company, if any, is responsible for the loss? The local agent himself is responsible, if he is responsible for anything; but according to our recollection there are decisions which hold the single company represented responsible, and in one case the company which the agent designed to write the risk in.

—The cloud seems to have a silver lining, but who will insure against a tempest?

Papers which have made a specialty of a resume of the insurance press have been failures. Too careless and cheap work with the shears.

—Tacoma.—The city has paid no salaries for several months. There is a salary fund, but the owners of warrants have enjoined the city from using this money until specified warrants are paid. Treasurer Boggs reissued \$390,000 warrants or deposited them in banks which went down in the panic. These invalid warrants are the cause of the present trouble. Thirty-seven members of the fire department notified the mayor that they intended to quit the service unless a part of their back pay was forthcoming. It is now proposed to refund the outstanding warrants, except the Boggs, by issuing bonds. The legality of this relief measure has yet to be decided. Meantime the firemen will remain in the city's service.

—Summer Expirations in the Sweltering East.—The modern method of handling the summer expirations is coming more into vogue each year. I think it was Stevens (says a writer in *The Surveyor* of New York) who first began, about three years ago, to renew his vacation time expirations in a peculiar manner. He took all his expirations for the month of August and renewed them for thirteen months, so that they came due in September of the next year. He found that this mode of procedure was not only agreeable to his own office, but was entered into with enthusiasm by his customers and by the companies, all whom were glad to make the work of the vacation month as light as possible. The idea spread with a gratifying rapidity, and now quite a number of better brokerage offices have adopted the scheme. Not a few of them have improved upon the idea by gradually working the expirations out of both July and August, thus leaving the two hottest months with as little to do as possible.

—The average reader will be interested in the historical sketch of life insurance premium rates, on page 273.

—Pocket Index to Quality in Life Insurance Contracts: by Jas. A. Buchanan, Indianapolis. Chiefly anti-tontine.

—Seattle.—Gardner Kellogg, removed several years ago for political reasons, is once more chief of the fire department, the wheel of politics bringing his friends to the top. Mr. Kellogg is an experienced chief.

—Secretary Smith of a Chicago company classifies Fourth of July fire-cracker shooters as hoodlums. This is rather rough on the average American boy and girl. Mr. S. is evidently afflicted with a laxity of words.

—J. A. Johnson, formerly of Denver, now representing the Mutual Life in Newfoundland, is sailing around the big island in a schooner, soliciting business in every harbor. He is combining business with pleasure in a unique way.

—Fled.—Fred Bennion, a "lightning" life insurance solicitor, recently of Los Angeles, is said to have crossed the border into Mexican territory, leaving a number of sorrowing creditors. Bennion is an Englishman, and a "high roller" as well. A Los Angeles bank is a creditor to the amount of \$300 paid on his check. Just how much Manager Maxson of the Mutual Life and Manager Shields of the Equitable are "out," these southern California managers do not say.

—Chicago has passed an ordinance taxing the insurance companies an additional 2 per cent. on gross city premiums. Collected, and not appearing in the regular tax levy, it helps cover up the stealings of the authorities. On top of this tax are some 6 per cent. additional taxes on premiums, to the state, city and patrol. And this cold-blooded cinch by a city rebuilt by the insurance companies. "More power" to the insurance "elbow" which strikes back with an increase of rates.

—A child in Philadelphia lost its life by entering, with a lighted candle, a room in which gasoline had just been sprinkled.

—C. L. Meshier has been appointed manager for the Covenant Mutual Life for Georgia, Alabama and Florida, with headquarters at Atlanta.

—W. Loaiza & Co. have added to the fire branch of their agency the San Francisco city and county agency of the Scottish Union & National and Orient insurance companies.

—The Helvetia Swiss has been admitted to New York and has deposited \$200,000 with the New York authorities and \$300,000 with its United States trustees—\$500,000 altogether.

—Herman Zalinski and Herman and Israel and Henry Kortz, of Denver, have been found guilty of arson and conspiracy, on the confession of Simon Schulman. They were all professional fire-bugs.

—Geo. W. Dornin, assistant manager National and Springfield, met with an accident a few days ago that prevents him from signing checks in the absence of the manager. His "bike" ran away, jumped a fence or two and landed George W. in the ditch by the wayside. Result: right arm broken between elbow and wrist.

—Two St. Louis men, one with a \$5,000, the other with a \$10,000 policy, in the Pacific Mutual, declined to renew their policies, just before the great tornado. One of the policies expired at 12 o'clock that day. Both men were killed in the storm. Though having a million dollars at risk in the storm district, the Pacific Mutual incurred no loss from the tornado.

—The Continental has adopted a new loss clause payable as follows: "Loss, if any, under this policy shall be payable to ———, mortgagee, as his interest may appear, but only as such loss shall be ascertained and agreed upon by the insured and this company, and this clause is subject in all respects to the stipulations, provisions and conditions contained in this policy."

—The Springfield now insures against accidental leakage of automatic sprinklers. So also the Royal.

—The successful solicitor does not give away nearly all his commission, and he does not wear fringed pantaloons.

—The "First National Fire" of Fredericksburg, Va., is actually writing policies on London and Constantinople risks. We have not heard of its paying any losses.

—W. Loaiza & Co., Stovel & Thebaud, managers, have been appointed general agents for the Pacific Coast of the Union Casualty & Surety Company of St. Louis. It is the intention of the newly appointed general agents to at once extend the business of the Union Casualty to all the principal cities and towns on the Coast.

—The possibility of accident gave an English railway employe a "severe nervous shock" which incapacitated him for work for several months. He signaled a train to stop, in time to prevent a disastrous accident. Suit against an accident company was brought by this nervous signal man, and the result was a signal victory for the insured. The court held that the fright which injured the man was accidental, and that the resulting prostration of the nervous system was covered by the accident policy. The American policy would hardly cover such a hazard.

—Commissioner Higgins's annual report is a "breezy" document, as might have been expected. Addressing the governor, the commissioner's versatile mind wanders where it listeth, without any restraint of vulgar facts. Rates, he says, have not been affected by improved fire departments and water supplies; further, rates were raised extravagantly, mayhaps extortionately, by the compact. Our mutual friend Mr. Higgins, it is only too evident to fire insurance men, has been indulging in the exhilarating pastime of talking through his chapeau. Oh, Mr. Higgins, where did you get your figures and fancies?

—Joseph P. Riley, a leading fire insurance agent at Cripple Creek, Colorado, visited San Francisco last month. Mr. Riley says Cripple Creek is rapidly re-building with substantial brick and stone business houses; and with greatly improved facilities for extinguishing fires, the insurance companies may hope that a third conflagration in that prosperous city will be deferred for many, many, moons.

—Rossland, B. C.—Referring to comments in May C. R. a correspondent says: Your informant entered Rossland at the wrong end. The ratings may be inadequate, but they are under the provincial compact which places all towns under Rate Book 3 unless specially rated. Your informant was in error in assuming Rate Book 4 and deducing the conclusion that "not a single risk in Rossland is correctly written."

—The Fourth.—The day we celebrate with fire-crackers, rockets and bursting bombs kept the firemen of San Francisco busy responding to alarms, but as usual the losses were nominal. The inspection bureau sent out its fiery red print warnings to property-owners, with good effect no doubt. With clanging fire-bells and rattling engines in evidence, there is no danger that underwriters can cry "wolf" too often about the Fourth and its terrors.

—The underwriters of San Francisco and the COAST REVIEW have had the pleasure of meeting four distinguished underwriters from beyond the Rockies during the present month: G. W. Wensley, New York manager of the Manchester Fire Insurance Company; H. S. Mallet, of Manchester, England, foreign superintendent of the Manchester Fire; Chas. H. Post, United States manager of the Caledonian Ins. Co., and P. L. Hoadley, secretary agency department of the American Insurance Company of Newark, N. J. These gentlemen visited the Coast on business connected with the companies they represent. All express themselves as highly pleased with California and California people.

—Manager Geo. D. Dornin is spending a couple of weeks in Portland, Or., and neighboring cities.

—Harry J. Knowles has been appointed agent in this city of the Boston Marine Ins. Co., succeeding the late Capt. J. N. Knowles.

—Col. Macdonald, manager of the London & Lancashire, is visiting Hawaii in the interest of his company. He will visit all the principal islands and establish agencies; and is expected to return the latter part of this month.

—The Equitable - Accident - Indemnity - Assessment - Light - Weight - Cheap - John - Peddler comes from Seattle, Washington. It has a few "sucker" hunters out among the "honest" miners of California, and will doubtless "take in" several 16 to 1. Rhodes and McNaughton are the representatives of this Seattle wild-cat.

—The owner of the light turned-up-six-inches trousers, with coat of same goods, no vest, straw hat, light six-inches-wide sash around waist, is named Clifton G. Reynolds, and he comes all the way from New York as the California agent of a small assessment concern by the name of The Empire Life Ins. Co. The California headquarters of this "Empire" weakling is at that beautiful garden city, or thereabouts, called San Jose. There is a great demand in California for "Empire" indemnity.

—The Westchester (D. A. Spencer, Coast manager) issues a fine semi-annual statement, to-wit: Assets, \$2,072,072; net surplus as regards stockholders, \$567,540; net surplus as regards policyholders, \$867,540. From January 1st to July 1st the assets increased \$39,628, net surplus increased \$93,360 (or about 20 per cent.); and the net profits were \$108,359. The Westchester's semi-annual statement does honor to its 59th year. The company's figures command respect. The handsome net surplus of \$567,540, nearly twice the capital stock, is a guarantee satisfactory to the most exacting property-owner.

—Is this year to be a silver or a gold anniversary.

—Local agents should stand shoulder to shoulder against the common enemy Cut Rates.

—There are 70,000,000 people in the United States, and fire losses so far this year have cost them on the average one dollar apiece.

—Good Example.—The Los Angeles fire commissioners refused to allow the fire department to participate in the Fourth of July parade.

—H. K. Belden, manager of the Hartford, with his family is spending his vacation at Summit Soda Springs. Mr. Belden will basket some fine trout during his stay in the mountains. He knows our address.

—Modern Woodmen of America.—What has become of that case of L. F. Smith, of Rockford, Ill., against the Modern Woodmen of America, to recover \$5,000 damages for injuries received during his initiation? Did the Woodmen make him climb a tree, from which he fell? or make him dance over crossed axes? or make him ride a rail?

—State Fire Marshal Whitcomb, of Massachusetts, has just sent out his annual report in which he says that "40 per cent. of the insurance-defrauding fires were the work of parties with a record; that is, who had previously collected or attempted to collect insurance from one to eight times on fires which were believed to be incendiary, or at least were looked upon as suspicious."

—The supreme court of Alabama has ruled that a water company can not shut off the water supply to enforce its construction of a contract, by way of reprisal fraught with such dangerous consequences to the public. There had been a deficient pressure at the time of a conflagration, and the city refused to pay the amount claimed for that month's supply of water for fire extinguishing purposes.

—Is this the Sillivery season?

—Brooklyn firemen must pass a civil service examination. Better for the police department.

—President D. J. Staples, of the Fireman's Fund, has been passing a few weeks on the upper Sacramento river near Castle Crag.

—Wm. J. Landers, manager Imperial, Lion and Sun, is looking after the interests of his companies in Colorado and New Mexico.

—Manager Stillman of the Portland compact, and Special Agent Conroy of the Hartford in the Northwest, were in San Francisco last week.

—Geo. S. Merrill has been appointed insurance commissioner of Massachusetts for another term. We are glad of it. Such men honor the place.

—On page 313 in attractive form there are nine strong reasons why a man (or woman) should insure in the National Life Insurance Company of Vermont.

—Perhaps it is better to know what a life company has done than what it promises to do. It is possible that a company can do better than it is willing to guarantee.

—The home office managers of the Royal Exchange Assurance compliment the COAST REVIEW on its "half-tone" work and on the historical sketch of the company in the May number.

—Sole Agent Indeed.—That thrifty Boulder, Idaho, parson, who is the only preacher and the only insurance agent in town, is the soul agent indeed, and a bolder man than the average.

—Manager Rolla V. Watt of the Royal and Queen is in Washington, D. C., attending the annual convention of the Christian Endeavor Society, of which he is an active and influential member. It was largely through his "endeavors" that the next annual convention of the society will be held in San Francisco.

—The Fidelity & Casualty is issuing a new burglary policy.

—The Employers Liability leads in employers' liability risks in force.

—For many years all money lent in California, and elsewhere on the Coast we suppose, has been payable in gold. In California, and perhaps elsewhere, savings banks have made loans payable in gold of a specified weight and fineness.

—Bursted Fire Lloyds.—Elsewhere we print a list of over sixty New York fire Lloyds which have recently failed. To these now add the Broadway Lloyds and the New York & London Lloyds.

—The Pacific Coast Association of Insurance Examiners met in Portland last month. The association has 77 members in good standing. A good deal was said on one topic. Next year's meeting will be held in Seattle.

—Colorado agents send out envelopes with a "16 to 1" print on the back. One of them says, "Give us plenty of the dollars and hard times will take a vacation." No doubt; no doubt; but the way to get plenty of the dollars is to rustle and not to rebate. And that is the only way we know of.

—It is related, circumstantially, with the seeming of truth, that a New York man collected thirteen loss claims from thirteen companies, on the same lot of damaged clothing. He was so careless as to try to collect the claim twice from the same company, and was caught; otherwise all the companies in New York might have paid the damage to those old clothes.

—B. J. Smith and John Thomas, respectively of the Royal Exchange and the Royal offices, made a trip to the Yosemite Valley on bicycles. They were the first to arrive in the Valley this season, and traveled part of the way, by the Oak Flat road, over snow. They report a most enjoyable time, and ascended all the trails but two—Clouds' Rest and Eagle Peak—which were not yet open.

—Manager Bromwell of the Milwaukee Mechanics is visiting the home office.

—J. B. F. Davis & Son, representatives of the Standard Marine, now have handsome offices at 208 Sansome street.

—Hollingsworth, ex-Mutual Reserve henchman, ex-Texas insurance commissioner, insists, as roving deputy for two states, that the people of South Dakota and Texas are just dying to have him examine the Travelers. Mr. Hollingsworth is a free silver man himself. And it is 16 to 1 that he makes it cost the Travelers more than the company pays the insurance press for advertising this year.

—Received: *Investigator* Life Ins. Chart, 1896: Chicago. Looking over the business by states we note that the new business of the Penn Mutual fell off in Montana, Oregon, and Utah, three of the five states in which the company is represented in this field. It would seem that it does not pay to "bank" on the alleged fact that the company does not resist claims. Or, not to do injustice to the Penn Mutual agents in those states, it may be that the decline in business is the result of a refusal to follow the rebating example of the company's California agent. They may easily double their business, however, by likewise writing "turned down" risks.

—Edward Brown returned from his hasty European trip with some very pleasant impressions of Sweden. It is a beautiful country, he says, and the people are exceptionally courteous and obliging. The business men and cultivated people generally speak three or four languages, among which, of course, is English. Mr. Brown, therefore, though, like most Americans, a one language man, had no trouble on this score. In Sweden, also, everybody speaks Danish as well. The Norwegian and Danish tongues are alike; the Swedish is slightly different; and everywhere directions and instructions, and printed notices generally, are printed in both Danish and Swedish.

—In the last six years the Provident Savings has trebled its assets. It is the only life company of which the same can be said.

—Since 1890 the Union Central Life has increased its surplus nearly five fold. In this particular the record of the Cincinnati company is unique.

—Drums or tanks containing oil, at Los Angeles and near Bakersfield, Cal., last month, exploded from heat of fire in the vicinity, and thus spread the fire and added to the dangers confronting the firemen.

—We added to the burdens of life for General Agent Smith of the Northwestern Mutual Life when we announced that he "has gone" to Milwaukee, instead of "will go," to attend the annual meeting this month.

—Able to report an increase of insurance in force in California every year in the last seven: National Life, Northwestern Mutual. The Massachusetts Mutual, however, gained every year of the five years in which it has been doing business in this state.

—California Smoke Damage Claim.—There was a fire several doors away, and the smoke blew toward the store of assured merchant. Instead of closing his store-doors as other merchants did, he let them remain open until ordered to close them, by the fire department chief. A very little smoke entered, and as the local agent employed a carpenter to open the sky-light this smoke escaped and there was no damage whatever; but the assured claimed damages, and stated to his fellow-merchants that the damage was undoubtedly \$2,500 or ten per cent. of the insurance. The determined stand taken by the adjuster, however, persuaded the scheming merchant to abandon his absurd claim; other merchants, with contingent smoke claims, took the hint.

—The Covenant Mutual of St. Louis advertises for managers.

—Fire underwriters everywhere are in favor of a protective tariff. "Protection and prosperity."

—Bicycle racing is not "voluntary over-exertion," according to the New York court of appeals.

—Vice-President Bates of the Union Mutual Life has been visiting the company's agents in the "far West."

—Sheppard Homans, consulting actuary of the Provident Savings, has been lecturing on life insurance. There should be more such lectures.

—The local agent neither a lender nor a debtor is less interested in the election than he is in getting new business and holding the old. In election times a discreet tongue is better than loquacity and the airing of one's superficial views.

—Phoenix, A. T., is a flourishing place with good prospects. The first oranges of the season are from the Salt River Valley. If you want "acre" lots in the valley near Phoenix, or want to place an agency in the capital, correspond with J. A. Kilroy.

—When a man insures his life he has a certificate of good health; wherefore he takes a new grip on life, as it were, and hopefully continues the battle which the most of us have to fight. And then, in the nature of things, the estate thus created for one's family increases cheerfulness and prolongs life. Moral: insure.

—The steady decline in the average interest earnings of life insurance companies is a strong argument for a 3 per cent. basis for a reserve. In the last twenty-one years there has been a decline of interest rate on the mean assets of American life offices, excepting 1890, when the rate was the same as in the preceding year.

—Special Agents' Monthly Account Books for sale at this office.

—The politician works for No. 1. The local agent who works for the politician—does he work for No. 1?

—Have you a December COAST REVIEW which you do not care to preserve? If so, kindly mail it to this office.

—Who Knows?—Inquiry from Utah comes to us for the standing of the Athens and Mechanics mutuals of Georgia and the Washington and Merchants of Hammond, Ind.

—Fifteen Pueblo braves have signed a resolution pledging themselves not to represent any company that indulges in the profitable pastime of writing over the heads of its local agents.

—Mr. Hearst's New York paper, the *Journal*, is firing goose-shot at the industrials. Patrons of dime museums are interested. The frightful charge is brought that some of the almshouse inmates are insured, and it is not denied that they were insured before they became paupers.

—The Broadway, which withdrew from this state and left no representative, is still on the down grade, as predicted by us. The net surplus has fallen from \$338,060, January 1, 1885, to \$41,619, January 1, 1896. Losses and other expenditures were considerably in excess of the income last year, as has been the case for five years past.

—Cyclopedia of Insurance in the United States, 1895-6: by H. R. Hayden, Hartford. This year the cyclopedia is a book of nearly 700 pages. New topics treated are "resident agents' laws," "retaliatory laws," etc. Among the many topics are: Anti-compact laws, anti-rebate laws, co-insurance clause, insurance journals, biographies, legal decisions, legislation, non-forfeiture laws, policy forms. Seven and a half pages each are given to life and assessment legal decisions. The book is interesting to any insurance man, and very useful to manager and general agent.

—The Medical and Surgical Insurance Co. is attributed to San Francisco schemers.

—Secretary Faymonville of the Fireman's Fund visited the Yosemite Valley last month.

—The St. Louis cyclone is responsible for several cyclone or tornado insurance companies since organized.

—If you are uninsurable, as certified by medical examiners, it is possible that you have not applied to the Penn Mutual.

—The new representatives of the Union Casualty in San Francisco are W. Loaiza & Co., succeeding Tarpy & Krigbaum.

—Beecher was acquitted. This time the son of H. W., charged with forgery in connection with the defunct American Casualty.

—The demonetization of silver damaged an asset of the Charter Oak Life. The receivers have been authorized to sell the company's Utah silver mine, the "Meno," which cost \$100,000 but will now bring only a small sum.

—A Suicide's Application.—One Stutz, who killed his sweetheart and then shot himself to death, applied for a \$10,000 policy on his life, shortly before the tragedy, it is said. The application was rejected. Only one office would have been liable, had he been insurable.

—The Home Insurance Company's big sky-scraper in Chicago was struck by lightning last month. The offices of the Northwestern Masonic Aid are next to the roof. The clerical staff were more startled even than the members of the association at the last advance in rates.

—A young Japanese bought a copy of the Otey Manual, the other day, saying that he wanted to learn the fire insurance business. Put that with this: It is reported that the manager of the Tokyo insurance company of Japan may make an offer for the charter of the California Ins. Co.

—The Provident Savings Life has several desirable positions for managers and for special agents.

—17 per cent. of known causes of Maine fires last year were incendiary. 41 per cent. of all were "unknown."

—Naturally, business will be dull in a presidential campaign, but the active agent who declines to be ignored can renew old business promptly and write new business as usual. A political campaign doesn't stop fires, nor stay death, nor prevent accidents.

—A New York company, venturing into burglary insurance, employed as its manager a man who had a personal acquaintance with all the burglars in the city, many of whom, it is believed, were under obligations to him. A stroke of genius in the United States management, which the COAST REVIEW Byrnes to acknowledge. We should be doing violence to our advertising department to name the company.

—H. R. Burke of Portland, Or., special for the Royal, was in town last month.

—Local agents can add to their income by representing a surety or a plate glass company, or both. Consult our advertising pages, and apply for an agency.

—Every life insurance company represented in San Francisco has increased its assets every year in the last seven, as shown in the tables on pages 226-7-8-9 of the June COAST REVIEW.

—A Virginian has invented a carbonic acid gas "sprinkler" which is said to be effective. The idea is a good one, we are sure, since it originated with the COAST REVIEW about ten years ago.

—Aren't the building and loan associations in San Francisco and elsewhere on the Coast a little too eager for loans and thereby encouraging the building of too many houses? Are the times favorable for so many new houses on the "installment plan"?

National Life Insurance Co.

OF MONTPELIER, VT.

GEO. W. REED, Secretary

CHARLES DEWEY, President



ASSETS, . . \$12,000,000 00

G. M. STOLP,

Manager Pacific Coast,

Crocker Building

SAN FRANCISCO

BECAUSE

It grants solid protection upon mutual plans at the lowest guaranteed cost.

It is immediately payable on proof of death, or, also, if a bond, at the end of the specified term.

It provides for payment of the insurance proceeds on written order of the insured.

It is incontestable after two years from date of issue.

It is automatically non-forfeitable, after three years, for face amount.

It guarantees most liberal, endorsed cash, paid-up and extended insurance values.

It is collateral for loans with the Company up to the limit secured by the guaranteed cash value.

It places no restrictions on residence or travel.

It is not prejudiced by any occupation, including military and naval service in time of war, after two years from date of issue.

—Recorded.—Fire in the electric light and dynamo room of the Yuma, Ariz., penitentiary. Fire at Merced, Cal., caused by the substitution of coal-oil for electricity. "Honors are easy."—Asphalt works at Asphalto, southern California, caught fire from a coal-oil lamp suspended above a big oil-kettle. Vapors from the heated oil ignited, probably.

—We print this month a compilation of Coast fire figures for a number of years, by states and territories. Idaho has unenviable pre-eminence in an average loss ratio of 86.2 per cent. Washington is next with 80.4 per cent. Montana has the lowest average—less than 41 per cent. Last year's losses were highest in Wyoming, Washington and California, ranging from 61 to 97 per cent. of the premiums. It is predicted that the California loss ratio for 1896 will be over 70 per cent.

* * * THE * *

COAST REVIEW

INSURANCE CHART

1896

Fire, Life and Miscellaneous Figures
Digest of Coast Insurance Laws
Tables of Short Rates

We are indebted to the COAST REVIEW for a copy of its Pacific Coast Insurance Chart for 1896, which is the most useful and most handsomely printed publication of its kind.—*The Surveyor, N. Y.*

Our Directory of Pacific Coast Field Men.

Special agents are requested to notify us of changes in address. Notices of new appointments of special and local agents are also requested.

Attached Field Men.

AACHEN & MUNICH.

O. N. Hall, 204 Sansome street, S. F.
C. G. Yates, Los Angeles, Cal.
L. F. Lamping, Portland, Or.

ATLAS ASSURANCE.

E. J. Jolly, Denver, Colorado.
William Manning, 309 Sansome street, S. F.

ÆTNA.

Ed. C. Morrison, 514 California street, S. F.
Louis Mel, 514 California street, S. F.
W. L. Gazzam, Seattle, Wash.

BALFOUR, GUTHRIE & CO.'S AGENCY.

L. B. Edwards, 323 California street, S. F.
R. De Lappe, 323 California street, S. F.
F. G. Argall, 323 California street, S. F.
H. McD. Spencer, Portland, Or.
Chas. A. Tait, Los Angeles, Cal.

CESAR BERTHEAU'S AGENCY.

A. W. Thornton, 210 Sansome street, S. F.

BRITISH AMERICA AND WESTERN.

E. L. Thompson, Portland, Or.
R. H. Magill, Oakland, Cal.

EDWARD BROWN & SON.

T. J. A. Tiedeman, 407 Montgomery st., S. F.
W. H. Hill, 407 Montgomery street, S. F.
N. B. Whitley, Seattle, Wash.
W. H. Gibbons, Salt Lake City, Utah.

BUTLER & HALDAN AGENCY.

B. C. Dick, 413 California street, San Fran.
C. S. Spinney, 413 California street, S. F.

CONTINENTAL.

D. W. Graves, P. O. Box 2536, San Fran.

COMMERCIAL UNION.

W. P. Thomas, 301 California street, S. F.
A. T. Von Etlinger, 301 California st., S. F.
E. T. Neibling, Portland, Or.

CHAS. CHRISTENSEN'S AGENCY.

Frank C. Story, 317 California street, S. F.
W. A. Frazer, 317 California street, S. F.

ROBERT DICKSON'S AGENCY.

J. E. Hendry, 501 Montgomery street, S. F.
Guy Francis, 501 Montgomery street, S. F.
John Marshall, Jr., 501 Montgomery st., S. F.
Edward Hall, Portland, Or.
R. M. Thomson, Los Angeles, Cal.

FIREMANS FUND.

F. H. McElhone, Dallas, Texas.
F. G. White, Denver, Colorado.
G. F. Ashton, Spokane, Wash.
R. P. Fabj, Portland, Or.
L. M. Seaton, Los Angeles, Cal.
G. H. Mendell, Jr., 401 California st., S. F.
R. D. Hunter, 401 California street, S. F.

GERMAN-AMERICAN.

Chas. R. Thompson, Portland, Or.
Harry Benner, 435 California street, S. F.
T. H. Williams, Los Angeles, Cal.

HAMBURG-BREMEN.

Harry C. Boyd, 415 California st., San Fran.

HARTFORD.

J. J. Agard, 313 California street, San Fran.
John M. Holmes, 313 California street, S. F.
Thomas J. Conroy, Portland, Or.

HOME MUTUAL.

W. B. Westlake, 318 California street, S. F.
N. C. Farnum, 318 California street, S. F.
R. P. Fabj, Portland, Or.
G. F. Ashton, Spokane, Wash.
E. E. Eitel, 404 S. Broadway, Los Angeles,

INS. CO. OF NORTH AMERICA.

J. K. Hamilton, 412 California street, S. F.
C. O. Scott, 412 California street, San Fran.
M. H. Merrill, Portland, Or.

LANCASHIRE.

Walter M. Speyer, 322 California st., S. F.
C. O. Hawley, Los Angeles, Cal.

LIVERPOOL & LONDON & GLOBE.

R. G. Brush, 422 California street, S. F.
E. G. Sprowl, Tacoma, Wash.

LONDON & LANCASHIRE.

W. B. Hopkins, 315 Montgomery street, S. F.
Sidney H. Smith, 315 Montgomery st., S. F.
Sam. B. Stoy, Portland, Or.
J. K. Urmston, Los Angeles, Cal.

LONDON & NORTHERN.

Frank L. Hunter, 221 Sansome street, S. F.
F. C. H. Robins, 221 Sansome street, S. F.

MAGDEBURG.

Leslie Bates, 303 California st., San Fran.

NATIONAL & SPRINGFIELD.

Leslie H. Lord, 409 California street, S. F.
Hiram H. Lee, Denver, Colorado.
B. B. Broomell, Tacoma, Wash.
John C. Dornin, Everett, Wash.

NORTH BRITISH & MERCANTILE.

W. H. Bagley, 212 Pine street, San Fran.
Edward Niles, "
J. D. Coleman, Portland, Or.

NORTH GERMAN.

J. H. Ankele, 225 Sansome street, San Fran.

NORWICH UNION.

J. L. Fuller, 308 Pine street, San Francisco.
R. H. Delafield, 308 Pine st., San Francisco.

PALATINE.

Henry T. Fennel, 439 California street, S. F.
Thomas J. Duffy, 439 California street, S. F.
Edward O. Hughes, Denver, Colorado.
F. J. H. Manning, Portland, Or.

PENNSYLVANIA FIRE.

Homer A. Craig, 436 California street, S. F.
Chester Deering, 436 California street, S. F.
J. H. Clinkscales, San Diego.
Geo. E. Faw, 436 California street, S. F.

PHENIX & HOME.

Paul M. Nippert, San Francisco, Cal.

Harry L. Roff, San Francisco, Cal.
A. P. Sinclair, Salt Lake City, Utah.
Junius Young, "
E. E. Casady, "
A. F. Gartner, Portland, Or.
Wm. Church, Jr., "
W. H. Bonsall, Los Angeles, Cal.

ROYAL AND QUEEN.

John T. Fogarty, 502 Montgomery st., S. F.
F. M. Gilcrest, Oakland, Cal.
Jas. N. Reynolds, 502 Montgomery st., S. F.
Wm. Maris, 502 Montgomery st., S. F.
H. R. Burke, Portland, Or.

SCOTTISH UNION AND ORIENT.

Leslie A. Wright, 420 California st., S. F.
James H. Morrow, 420 California st., S. F.

SUN, IMPERIAL & LION.

W. A. Mathews, 205 Sansome street, S. F.
W. B. Foster, 205 Sansome street, San Fran.
E. C. Johnson, 205 Sansome street, S. F.
W. H. Raymond, Portland, Or.

TRANSATLANTIC.

D. M. McVean, 213 Sansome street, S. F.

UNION ASSURANCE.

Harry H. Smith, 406 California street, S. F.
Dixwell Hewitt, 406 California street, S. F.

WESTCHESTER.

A. R. D. Patterson, 215 Sansome st., S. F.

Independent Adjusters and Special Agents.

A. R. Gurrey, 401 California street, S. F.
E. P. Farnsworth, 401 California street, S. F.
R. H. Naunton, Safe Deposit Bldg., S. F.
D. B. Wilson, "
J. D. Lavery, 423 California street, S. F.
Calvert Meade, 106 Leidesdorff street, S. F.
A. A. Andre, 221 Sansome street, San Fran.
Adolph Wenzelburger, 508 Californ. st., S. F.
William L. Chalmers, Portland, Or.
B. D. Smalley, Seattle, Wash.
Alfred A. Jones, Los Angeles, Cal.
Amos F. Sewell, 210 Sansome street, S. F.

PHENIX



Insurance Company

OF BROOKLYN, N. Y.

CASH CAPITAL - - - - - \$1,000,000.00

Assets January 1st, 1896, \$5,739,044.00 | Losses Paid, over \$55,000,000.00

GEO. P. SHELDON, President

C. C. LITTLE, Vice-President and Secretary

EUGENE HARBECK, General Agent Western Department

205 La Salle St., Chicago, Ill.

JOHN C. MOONEY, Denver, Colorado. Special Agent for Colorado, Wyoming, New Mexico, Utah, Montana

Our San Francisco Insurance Directory

Directory of San Francisco Fire and Marine Insurance Agencies.

<i>Tele- phone</i>	<i>General Agents and Companies.</i>	<i>Address.</i>
5107	BAILEY, JAS. D. Ins. Co. North America	412 Calif.
201	BALFOUR, GUTHRIE & CO. (Geo. W. Spencer, Manager) American, N. J. Manchester, Eng. Caledonian, Edinburgh	323 Calif.
334	BALFOUR, GUTHRIE & CO. . (A. H. Small, Manager) British & Foreign Marine Yangtze, Shanghai	316 Calif.
354	BELDEN, H. K. Hartford Fire N. Y. Underwriters Agency	313 Calif.
272	BERTHEAU, CESAR Hanover, N. Y. Firemens, Md. Prussian National Fire Association, Phila.	210 Sans.
427	BOARDMAN, GEO. C. Aetna, Hartford	514 Calif.
5414	BROMWELL, L. L. Milwaukee Mechanics, Wis.	410 Calif.
1842	BROWN & SON, EDWARD . . American, Phila. Svea, Sweden	407 Montg
684	BUTLER & HALDAN Phoenix, London Providence-Washington, R. I.	413 Calif.
1466	CALLINGHAM, W. J. Scottish Union, Edinburgh Orient, Hartford	420 Calif.
680	CATTON, BELL & CO. Union, London	406 Calif.
195	CHRISTENSEN, CHAS. American-Central, St. Louis St. Paul	317 Calif.
321	CRAIG, HUGH New Zealand, Auckland	312 Calif.
5068	DAVIS & SON, J. B. F. Standard Marine, Liverpool	407 Montg
1886	DEVLIN, FRANK J. Atlas, London	309 Sans.
698	DICKSON, ROBT. Connecticut, Hartford Royal Exchange, London	501 Montg
822	DORNIN, GEO. D. National, Hartford Springfield, Mass.	409 Calif.
9817	DRIFFIELD, V. C. Transatlantic, Hamburg	213 Sans.

<i>Tele- phone</i>	<i>General Agents and Companies.</i>	<i>Address.</i>
199 1	DUTTON, WM. J. Ins. Co. State of Penn., Phila. Rhode Island Underwriters Union, Phila.	401 Calif.
1991	FIREMAN'S FUND INS. Co.	401 Calif.
1015	W. H. C. Fowler Austrian Phoenix	411 Calif.
1632	GRANT, GEO. London Assurance, London Northern Assurance, London	221 Sans.
71	GRANT, TOM C. North British & Mercantile Greenwich, N. Y.	212 Pine
	GRAVES, D. W., Special Agent. Continental, New York	P. O. Box 2536
288	GUTTE & FRANK Magdeburg, Germany Wilhelma, Germany National Marine, London Federal Marine, Switzerland Associated Assurance Co's	303 Calif.
433	GRANT, H. M. British America Western, Toronto	423 Calif.
38	HARRISON, WM. GREER . . Thames & Mersey Marine	305 Calif.
666	HAVEN, CHAS. D. Liverpool & London & Globe	422 Calif.
1184	HEROLD, JR., RUDOLPH . . Hamburg-Bremen	415 Calif.
1086	HOME MUTUAL INS. CO. . .	318 Calif.
208	JAMES, N. T. Alliance, London	416 Calif.
336	LANDERS, WM. J. Imperial, London Lion, London Sun, London	205 Sans.
396	LATON, CHAS. A. Palatine, Eng.	439 Calif.
5710	LOWDEN, W. H. Norwich Union	308 Pine
746	MACDONALD, WM. London & Lancashire, Eng.	315 Montg
1034	MAGILL, A. E. Home, N. Y. Phoenix, Hartford	325 Calif.
169	MANN & WILSON Lancashire, Eng. St. Paul (Marine) La Fonciere Marine L'Universo Marine	322 Calif.

Our San Francisco Insurance Directory

Tele- phone	General Agents and Companies.	Address.	Tele- phone	General Agents and Companies.	Address.
538	MAXWELL, J. D. Continental, N. Y.	421 Calif.	1384	FOWLER, E. S. Preferred Accident, N. Y.	Mills Bldg
1554	MULLINS, C. F. Commercial Union, Eng. Commercial Union, N. Y.	301 Calif.	699	GARNISS, JAS. R. American Surety, N. Y.	219 Sans.
1015	OKELL, DONNELL & CO. General, Trieste	411 Calif.	1696	GRAY, JOHN H. Washington Life, N. Y.	412 Montg
5562	POPE, T. EDWD. Pennsylvania	436 Calif.		HARMON, JR., A. K. P. Connecticut Mutual Life Hartford	Mills Bldg
5136	POTTER, ED. E. Franklin, Phila. Williamsburg City, N. Y.	508 Calif.	1663	HASKELL, W. W. Travelers, Hartford	Mills Bldg
1692	SPENCER, D. A. Westchester, N. Y.	215 Sans.		HOUGHTON, H. B. Aetna Life (& accident) Conn.	Safe De- posit Bldg
	SPEYER, WALTER. North German, Germany	225 Sans.	1684	JACOBS, W. A. Germania Life	Mills Bldg
5810	SYZ & CO. Helvetia Swiss Baloise, Switzerland Swiss Marine Combined.	410 Calif.	5296	KILGARIF & BEAVER Pacific Mutual Life	508 Montg
5359	TYSON, GEO. H. German-American, N. Y.	435 Calif.		LANDERS, JOHN, Manhattan Life, N. Y.	240 Montg
1666	TURNER, GEO. W. Northwestern National	412 Montg		LEAVITT, W. C. Union Mutual Life, Me.	419 Calif.
5577	VOSS, CONRAD & CO. Aachen & Munich Fire Frankfurt Marine Bavarian Lloyd Marine	204 Sans.	1696	McLANE, CHAS. New York Life, N. Y.	Mills Bldg
113	WATT, ROLLA V. Royal, Liverpool Queen, New York	500 Montg	169	MANN & WILSON Hartford Steam Boiler Metropolitan Plate Glass.	322 Calif.
			538	MAXWELL, J. D. London Guarantee & Accident New York Plate Glass U. S. Casualty	421 Calif.
				MUNSELL, JR., JAS. Mutual Benefit Life, N. J.	415 Montg
			1015	OKELL, DONNELL & CO. Employers' Liability, London New England Burglary	411 Calif.
			750	PACIFIC MUTUAL LIFE, S. F.	508 Montg
			621	PACIFIC SURETY CO., S. F.	308 Sans.
			699	PARDEE, S. C. Fidelity and Casualty, N. Y.	Mutual Life Bldg
				PARKER, C. M. T. Massachusetts Mutual Life	214 Pine
				PRATT, GEO. C. Provident Savings, N. Y.	405 Montg
			5161	SMITH, CLARENCE M. Northwestern Mut., Milwaukee	Phelan Bldg
			1739	STOLP, G. M. National Life, Vt.	Crock'r Bldg
			5577	VOSS, CONRAD & CO. Frankfort Acci. & Plate Glass Fidelity & Deposit Co.	204 Sans.

Tele- phone	General Agents and Companies.	Address.
	ARCHIBALD, JAS. F. J. Union Central Life, Cincinnati	303 Calif.
329	BORLAND, JAMES H. National Surety Co.	Tel'ne Bldg
5017	CADMAN & KITTLE Standard Life and Accident	307 Calif.
195	CRISTENSEN, CHAS. Lloyds Plate Glass, N. Y.	317 Calif.
5244	DUNPHY, W. H. Home Life, N. Y.	Parrott Bldg
970	EQUITABLE LIFE	Crock'r Bldg
1703	FIELD H. K. New England Mutual Life	Mills Bldg
1376	FORBES & SON, A. B. Mutual Life, N. Y.	Mutual Life Bldg

San Francisco Life, Accident and Miscellaneous Agencies.

—The St. Paul has discontinued its mountain department at Denver.

—One of the relaxations of San Francisco fire underwriters is the reading of alleged dispatches on "the situation," dated "San Francisco."

—In complaints in federal courts the word "citizen" must be used instead of "resident."

—Tornado rates, fixed by the Western Union, are 20 cents for one year, 50 for three years and 80 for five.

ALFRED ALLAYNE JONES

ADJUSTER OF LOSSES

SPECIAL AGENT

In Southern California, Arizona.

New Mexico and Texas

OFFICE: 150 South Broadway,

LOS ANGELES, CAL.

KILROY'S NEW PALESTINE AGENCY

At PHOENIX, ARIZONA.

TO ACCOMMODATE ITS PERSONAL FRIENDS being brought into the valley through its agency to be engaged in the different pursuits and callings, wants the agency of one first-class company each of the following lines, viz: First-class LIFE, FIRE, ACCIDENT, EMPLOYERS' LIABILITY AND PLATE GLASS, AND SURETY COMPANY. (The latter four are not represented in Phoenix.)

From the readers of the COAST REVIEW and their friends we invite correspondence, as we offer SIXTY select tracts of 2½ acres each (one of the loveliest tracts in the Valley; street cars running to the property), half mile from the city, for Eastern wealthy homes.

Sold on subscription only at \$800.00 each.

Address, J. A. KILROY,

Room 313 Fleming Block, Phoenix, Arizona.

The Palatine
INSURANCE COMPANY LTD
OF MANCHESTER, ENGLAND.



For Fire Insurance.

Assets in United States \$2,836,236 28
Net Surplus \$ 568,320 47

Writing Large Lines On Desirable Business.

Applications for Agencies or Information should be addressed

For Eastern and Middle States:

WILLIAM BELL, { Joint Managers.
WILLIAM WOOD. {

21 Nassau St., (Equitable Bldg.), New York.

For Western States:

GEORGE M. FISHER, Manager,
205 La Salle Street, Chicago, Ill.

For Southern States:

FINLEY & JANVIER, Managers,
308 Camp Street, New Orleans, La.

For Pacific Coast:

CHARLES A. LATON, Manager,
439 California Street, San Francisco, Cal.

J. S. Winchester,



ATTORNEY
AND
COUNSELOR AT LAW,

Correspondence Solicited.
References on Application.



Sherlock Building,
PORTLAND, OREGON.

Makes a . .
Specialty of
Insurance .
Law . . .

THE COAST REVIEW

A MONTHLY JOURNAL

Devoted to all kinds of Insurance that INSURES. Published on the Fifteenth of every Month.

* *
*

PER YEAR . . . \$3 00

PER COPY . . . 25 cts.

Postage added to Foreign Subscriptions.

J. G. EDWARDS, Proprietor,

Pacific Mutual Building, San Francisco.

Telephone No. 1530.

VOL. 50.

AUGUST, 1896.

No. 8.

Seven Months' Index For Life Insurance Men.

Order of Chosen Friends . . . January Coast Review	Page.
Mutual Reserve Fund January . . .	17
California Life Business " . . .	24
Equitable Life Statement February . . .	
Pacific Mutual Life Statement, colored page	72
Bankers Life Association of Minn.	47
Life Insurance in California, 1871-95.	49
Fraternal Life Association	58
Bankers Alliance in California	71
Etna Life Statement	75
Mortality Cost, groups of years . . . March . . .	90
Life Claims Resisted, 30 years	91
National Life Statement, red leaf	102
Bankers Alliance of Los Angeles	105
Mutual Life Statement, colored page	110
Connecticut Mutual Statement	111
Travelers Statement	112
Union Central Statement	113
California Assessment Ins., 1895	102
United Brethren Mutual Aid (failure)	100
Modern Woodmen	94
New England Mutual Statement, colored page	86
World's Life Insurance April . . .	121
Foresters Mutual Life Association	122
New Zealand Government Life Office	122
California Asses't Insurance in force	124
Penn. Mutual Technical Defense	127-139
Life Insurance Written	134
Life Companies' Figures	135
Bankers Alliance Old Men	139
Covenant Mutual Benefit	140
Order of Maccabees	140g
Bankers Alliance	140h
Life Business in Oregon	142
Massachusetts Benefit Life Ass'n	143
Bankers Alliance May Coast Review	

Independent Order Foresters May . . .	166
Penn Mutual	167
Life Companies on Coast, Table of	168
Bankers Alliance Statement	173
Ex-Commissioner Wilson's Endorsement	175
Mutual Reserve Fund	175
Fraternal Life Insurance	183
Penn Mutual	186
A. O. U. W. in Oregon	190
Mutual Reserve Fund	192
Massachusetts Benefit Life	200
Seven Years' General and California Figures June . . .	226
Provident Savings colored page statement	242
Results of American Life Insurance	243
Penn Mutual Litigation	247
Thirty-Seven Years' American Aggregates July . . .	272
Ancient Order United Workmen	290
Order Chosen Friends	292
Knights of Honor	294

Our Digest of Recent Insurance Decisions.

AMERICAN STATE SUPREME COURTS AND FEDERAL DISTRICT AND SUPREME COURTS.

Fire.

113. Sullivan v. Hartford Fire Ins. Co., Tex. S. C., 36 S. W. R. 73.

FALSE AFFIDAVIT — VALUED POLICY LAW.

Under Rev. St. 1895, § 3089, providing that a policy, in case of total loss, shall be deemed to be a liquidated demand for

the full amount of the policy, but that this shall not apply in the case of personal property, a policy insuring plaintiff's dwelling house and household furniture in separate amounts is divisible; and a false affidavit, made by the plaintiff, as to the value of the personal property destroyed, will not avoid the entire policy, under a clause providing that the policy shall be void in the case of false swearing by the insured touching the subject of insurance, either before or after loss, but only such portion of the policy as relates to the personal property.

° ° °

114. Proebstel v. State Ins. Co., Wash. S. C., 45 P. R. 308.

SUSPENSION OF LIABILITY.

A confession of judgment on past-due notes given for premium on a policy, in accordance with an offer of the company that, if the maker would confess and pay the judgment by a certain time, no costs should be charged him, does not revive the policy, contrary to its provisions, no waiver of such provisions being shown.

° ° °

115. McDonald v. Fire Association, Wis. S. C., 67 N. W. R. 719.

MORTGAGE—NOTICE.

Defendant's agent, who were also engaged in banking, issued a policy covering certain property on which they, as bankers, held a chattel mortgage. Held, that this was sufficient notice to the company to support the presumption that the condition in the policy that it should be void if the subject of the insurance was personal property incumbered by mortgage was waived.

° ° °

116. Dwelling House Ins. Co. v. Snyder, N. J. S. C., 34 A. R. 931.

LOCAL—ADJUSTER PROOFS.

An agent sent by a company to adjust a loss has no implied power to delegate his authority to another.

A policy issued by a Massachusetts corporation, insuring a building in Freehold, N. J., against damage by fire, required the assured to furnish proofs of loss to the company within 30 days after a fire, and also contained this clause: "No officer, agent, or representative of the company shall have power to waive any provision or condition of this policy." Held, that the local agent of the company at Freehold, having a branch office there, could not absolve the assured from the duty of furnishing proofs of loss within the time limited.

° ° °

117. West End Hotel & L. Co., v. American F. Ins. Co., U. S. C. C., N. C., 74 F. R. 114.

LOCAL AGENT.

Before the execution of a policy the power and authority of a local soliciting agent are co-extensive with the business intrusted to his care, and his positive knowledge as to material facts, and his acts and declarations within the scope of his employment, are obligatory on his principal, unless restricted by limitations well known to the other party at the time of the transaction. Therefore the knowledge, acts, and declarations of such agent during the negotiations previous to the execution of the policy may be proved upon a question as to whether a particular condition contained in the policy as issued was binding on the insured.

GASOLINE—WAIVER.

The fact that a local soliciting agent obtained knowledge, after the execution of the policy, that gasoline was being used on the premises, contrary to an express promissory warranty, and his mere silence on the subject, does not operate as a waiver of such condition, where the policy provides that he shall have no authority to change or modify any of its terms.

DUTY TO CANCEL.

The fact that the insurer has the right to cancel the policy for any unauthorized or unapproved acts on the part of the in-

sured raises no obligation to formally cancel the same and return a part of the premium whenever its local agents ascertain that the insured is violating one of the conditions: and its failure to do so is no waiver of its right to rely upon the breach.

° ° °

118. Page v. Sun Ins. Office, U. S. C. C., 74 F. R. 203.

PRO-RATING LOSS.

Property situated on two separate blocks was insured to a certain amount under policies covering the entire property on both lots. The property on one block was further insured by a policy covering that alone, which contained a provision that the company should not be liable for a greater proportion of any loss than the amount insured should bear to the whole insurance. The property covered by this policy was partially destroyed, that on the other block remaining uninjured. Held, that the compound policies covered the property destroyed, to their full amount, so that the proportion of the loss to be borne by the specific policy was the proportion which that policy bore to the total amount of both the compound and specific policies.

° ° °

119. Home Fire Ins. Co. v. Garbacz, Neb. S. C., 67 N. W. R. 864.

PREMIUM NOTE—SUSPENSION.

A company may, by its policy, provide that upon the failure of the insured to pay in full, at maturity, a premium note therein described, said policy shall lapse and remain inoperative while such note remains unpaid, and such condition, unless waived, is a complete defense to an action by the insured for a loss during the period of default.

DELEGATION OF AGENT'S AUTHORITY.

Authority conferred upon an agent requiring the exercise by him of special skill, judgment, or discretion, cannot, in the absence of a known usage, or when justified by the necessities of the case,

without the consent of the principal, be delegated to another.

° ° °

120. Rickerson v. German-American Ins. Co., N. Y. S. C., 39 N. Y. Supp. 547.

CONTRIBUTION CLAUSE.

Where there are concurrent policies of insurance on the same property, containing provisions for contribution, the fact that a recovery is defeated on one policy does not affect the contribution clause of the other, nor increase the liability thereunder.

° ° °

121. Scania Ins. Co. v. Johnson, Colo. S. C., 45 P. R. 431.

CHANGE OF TITLE.

A clause attached to a policy, making the loss if any payable to a third person, "as her interest may appear," her interest not being stated, but she being in fact a mortgagee, does not constitute her the insured, and a subsequent sale to her of the property by the owner, without notice to the company, being in violation of the provisions of the policy, avoids it, not only as to the original owner, but also as to the purchaser.

* * *

Lloyds Fire.

122. New Jersey & P. C. W. v. Ackerman, N. Y. S. C., 39 N. Y. Supp. 585.

LITIGATION—LIMITATION.

A stipulation in a policy on which 100 underwriters are severally liable for the one-hundredth part of the insurance, and that the assured shall not sue more than one of the underwriters at one time, and that a final decision in any action thus brought shall be decisive of the claim of the assured against each of the underwriters who agree to abide the event of the suit, is not void as against public policy: and, in an action in which all the underwriters were made parties defendant, a plea that it was brought in violation of the agreement should have been sustained.

Under a condition in such policy that no action shall be brought on it after three years, service on one of the defendants within the time is sufficient to prevent the running of the limitation as against all the defendants.

* * *

Accident.

123. Fidelity & Casualty Co. v. Waltermann,
Ill. S. C., 44 N. E. R. 284.

ASPHYXIATION.

An accidental asphyxiation by illuminating gas which escaped into the room where insured slept was not within a clause in an accident policy providing that the insurance did not cover injuries, fatal or otherwise, resulting from poison or anything accidentally or otherwise taken, absorbed, or inhaled.

A company, having issued its policy in New York to a resident of this state several years after a decision was rendered by the New York court of appeals holding that accidental asphyxiation was not within a clause exempting the insurer from liability for injuries caused by taking of poison or inhaling of gases, the effect of a similar decision in this state in an action on said policy was not to place a construction upon the contract not contemplated by the parties.

° ° °

124. American Acci. Co. v. Carson, Ky. C. of
A., 36. S. W. R. 169.

SHOOTING.

A person who is unexpectedly shot by another, without cause or provocation, is injured by "external, violent, and accidental means," within a policy insuring against such injuries.

"INTENTIONAL" APPLIES TO NON-FATAL.

Where a policy insures against death or injury by external, violent, and accidental means, a provision that it shall not cover intentional "injuries" inflicted by the insured or any other person refers only to non-fatal injuries.

BENEFICIARY MUST PROVE.

Under a policy providing that, if the insured is injured or killed in any occupation classed by the company as more hazardous than that recited in the application, the beneficiary shall be entitled only to a reduced sum, a beneficiary who sues for the entire amount of the policy must alleged and prove that the insured was not killed in a more hazardous occupation.

° ° °

125. National Masonic Acc. Assn. v. Shyrook,
U. S. C. C. A., 73 F. R. 774.

ACCIDENT SOLE CAUSE.

Under a policy promising indemnity in case death results solely because of bodily injuries effected by external, violent, and accidental means, and independently of all other causes, the burden of proof is on those claiming under the policy to show that the accident was the sole cause of death, independently of all other causes.

ACCIDENT AND DISEASE.

Under such a policy, the insurer would not be liable if, at the time of the accident, insured was suffering from a pre-existing disease, and death would not have resulted from the accident in the absence of such disease, but insured died because the accident aggravated the effects of the disease, or the disease the effects of the accident.

° ° °

126. Fidelity & Casualty Co. v. Chambers,
Va. S. C. A., 24. S. E. R. 895.

VOLUNTARY EXPOSURE.

In an action on a policy which insured against death by accident it appeared that deceased was sitting on a bag on a railroad track at a highway crossing, and near a curve; that he sat with his back to the curve, conversing with another person; that a train came suddenly around the curve, and on warning deceased started up, but, reaching to get his bag, was struck by the engine. The policy expressly provided that it did not

cover injuries caused by "voluntary exposure to unnecessary danger." Held, that the act of deceased was not within the exception.

INTOXICATION.

Where the evidence is conflicting on the issue whether deceased was intoxicated at the time of the accident which caused his death, the finding of the lower court will be sustained.

Fire Offices Retired From the Pacific Coast.

The following fire insurance companies have retired from the Pacific Coast in the past few years, as recorded in the COAST REVIEW INSURANCE CHART. The years given are those of the CHART, and cover substantially the last six months of the preceding year and the first six months succeeding. The winding-up, duly recorded, often occurred in subsequent years. One or two of the retired companies returned to the Pacific Coast:

1890.

Exchange, New York, reins. and wound up.
Long Island, New York, reinsured and wound up.
Milwaukee Mechanics, Milwaukee.
North American, Boston.
Pacific, Portland, reinsured and wound up.
South British, New Zealand.
Syndicate, Minn., wound up.
Union, New Zealand, reins. and wound up

1891.

Anglo-Nevada, San Francisco, reinsured and wound up.
Commercial, San Francisco, reinsured and wound up.
Citizens, St. Louis.
Denver, Denver, Colo., reins. and wound up.
Sun Mutual, New Orleans.
Straits, Singapore.

1892.

Alta, Stockton, Cal., reins. and wound up.
Amazon, Cincinnati, reins. and wound up.
Armstrong, New York, reins. and wound up.
California, San Francisco, reinsured and wound up.

Citizens, Cincinnati, reins. and wound up.
City of London, Eng., reins. and wound up.
Columbia, Portland, reins. and wound up.
Fire Association, New York, reinsured and wound up.
Hekla, St. Paul, reinsured and wound up.
Knoxville, Knoxville, Tenn., reinsured and wound up.
Liberty, New York, reins. and wound up.
North Pacific, Tacoma, Wash., failed.
Southern California, Los Angeles, reinsured and wound up.
St. Paul German, Minn., failed.
Union, San Francisco, absorbed and wound up.

1893.

Allemannia, Pittsburg.
Buffalo German, Buffalo, N. Y.
Economic, London, failed.
Germania, New Orleans.
General, London, reinsured and fire department wound up.
Jersey City, Jersey City, N. J., wound up.
Michigan, Detroit, wound up.
National, New York, wound up.
Newark, Newark, N. J.
New York Bowery, New York, wound up.
Oregon, Portland, reinsured and wound up.
Security, New Haven.
Scania, Sweden.

1894.

American, Boston.
Boylston, Boston, reinsured and wound up.
Columbia, Louisville, Ky., failed.
Firemens, Baltimore.
German, Pittsburg.
Granite State, Portsmouth, N. H.
Manufacturers and Builders, New York, reinsured and wound up.
New Hampshire, Manchester.
Oakland Home, Oakland, Cal., reinsured and wound up.
Peoples, Manchester, failed.
Reading, Reading, Pa.
Rochester German, Rochester, N. Y.
Southern, New Orleans.
State Investment, San Francisco, failed.

1895.

Farragut, New York.
 Firemens, Newark, N. J.
 Guardian, London.
 Hamburg-Magdeburg, Germany, reinsured
 Mutual Fire, New York.
 National, Ireland.
 Northwest, Portland, reins. and wound up.
 Spring Garden, Philadelphia.
 and wound up.

1896.

Agricultural, New York.
 American, New York.
 Broadway, New York.
 Delaware, Philadelphia.
 Firemens, Baltimore.
 Germania, New York.
 Girard, Philadelphia.
 Glens Falls, Glens Falls, N. Y.
 Merchants, Newark, N. J.
 Niagara, New York.
 Pacific, New York.
 Patriotic, Dublin.
 Phenix, Brooklyn.
 Sun, San Francisco, reinsured and wound up.
 State, Salem, Or., failed.
 Traders, Chicago.
 United Firemens, Philadelphia.
 United States, New York.

This is a total of eighty retiring companies in seven twelve-months. Two companies returned, and one of these two again withdrew.

Eliminating the companies which were wound up, the withdrawals of the '95-'96 twelve-months largely exceeded those in any previous year. Reasons obvious.

It is significant that with very few exceptions the companies which failed or were wound or withdrew in the face of competition were not advertising companies. As a rule their names were seldom seen in insurance journals. Moral obvious.

—It is better to ask questions before the fire. The COAST REVIEW tenders its services to property-owners gratuitously:

but does not object to a postage stamp for a reply. Subscribers are invited to ask for any information which our library may be able to supply.

The Mutual Réserve Fund Life Association.

The reserve fund of a life assurance company to be in a healthy condition must be enlarging as the claims for which it is reserved gradually increase in amount, and the period in which they mature shortens. The inevitable effluxion of time brings the two latter conditions. As the average age of a company's policyholders increases, the death claims increase in an ascending ratio, and the average period in which the whole of the claims will mature proportionately decreases. The average interval before maturity, if the basis of the company is sound, will be amply long enough to provide all the funds necessary for meeting all the claims that are liable to mature in that interval. A serious condition then arises when the reserve fund shows signs of decreasing while the necessity for its increasing is growing year after year. Nothing could be more clearly demonstrative of a company's basis being unsound than its reserve falling off, while the amount of its contingent claims is being enlarged.

The *Underwriters Review* calls attention to the Mutual Reserve Fund Life Association making a desperate effort to persuade the public into believing that its affairs are in a satisfactory state. Not one dollar has been carried to the reserve fund since June, 1895. On the contrary, in the Association's bi-monthly statement, dated July 19, 1895, printed in connection with Call 81, the total cash and invested reserve is given as \$3,928,479. In the statement for January 17, 1896, the reserve is stated as \$3,435,025, showing a depletion of the reserve fund in less than six months of \$493,453. We may fairly suppose there were some special circumstances at work to cause so serious a reduction in the reserve. Whatever they were, they need to be met, or the entire reserve will be wiped out in

three or four years. It seems evident from this, that the increase made in the assessments of those who had become members previous to 1890 was not sufficient to stop the drain caused by the increasing death claims.

Another unpromising condition is pointed out. The new business accepted in 1895 amounted to 60 millions, but the increase in 1895, as shown by the statements, was only \$15,293,265. This gives a lapse ratio of 74.50 per cent.—that is, the association was charged with the expenses of acquiring sixty millions of new business, of which it lost nearly forty-five millions in course of the first year. The position of the Mutual Reserve is one which is causing anxiety to many who are interested in its fortunes.—*Insurance & Finance Chronicle*.

The Continental Insurance Company.

The semi-annual statement of this old New York company makes an admirable showing of progress since January 1st. In 1895 the Continental added \$462,000 to its assets and increased its net surplus \$214,500; but in the first half of 1896 the gain in assets was proportionately larger, and the increase in net surplus was actually larger.

The semi-annual statement gives the following results of six months' business:

Increase reserve, unearned premiums	\$ 31,801
Increase gross assets	275,169
Increase net surplus	279,726
Decrease unpaid losses	77,161
Receipts exceed expenditures	233,920

The Continental now has a total of \$7,491,997 assets, of which \$2,305,534 is net surplus. We doubt not that the Western department at Chicago, under Manager McDonald, has contributed handsomely to the excellent results of the half year's business.

—"Sunshine," by the Sun Life of Canada's Utah department, urges "life insurance for the masses." But it is a waste of labor, for "them asses" never insure except in catch-penny schemes.

Valued Policy Law Experience.

The Texas insurance report contains a valuable compilation of the fire loss ratios in states with valued policy laws, before and after the enactment thereof. We make the comparison after the following fashion:

BEFORE AND AFTER.

Wisconsin . 1870 to 1877, before	. 52.03 per ct.	
1878 to 1885, after	. 67.59	"
Ohio . . . 1871 to 1880, before	. 39.04	"
1881 to 1890, after	. 58.27	"
Nebraska . 1885 to 1889, before	. 34.62	"
1890 to 1894, after	. 53.48	"

The Texas insurance commissioner says:

"A study of the foregoing tables will show that in the state of Wisconsin for a period of eight years following the enactment, the loss ratio increased 15.56 per cent. In Ohio, for a ten year period following enactment, the loss ratio increased 19.23 per cent.; and in Nebraska, for a period of five years, the loss ratio under this law increased 18.86 per cent.

"Now, for a comparison, take the experience in these three states and measure it with that of Illinois, a state without the valued policy law, and one in which the conditions were and are similar. Without giving full tables, we see in Illinois for fourteen years the ratio of losses to premiums is 45.17, while the average loss ratio in the other three states under the valued policy law is 59.78 per cent.

"Now, go a step further, measuring results in Illinois and Texas, in which conditions are so alike as to afford a fair comparison. We note in Texas for a fifteen year period under this law a loss ratio of 67.20 as against 45.17 per cent. in Illinois. Following the comparison to a conclusion, the presumption is a fair and reasonable one that Texas, stripped of this hurtful hindrance, would have shown no greater loss than Illinois."

—The fire Lloyds seem to have hard work to pay adjusters' fees, let alone losses.

Comparative Northwestern Figures.

MONTANA FIRE PREMIUMS.				IDAHO FIRE PREMIUMS.		
<i>Companies.</i>	1895.	1894.	1893.	1895.	1894.	1893.
Aachen & Munich	\$ 1,259					
Aetna	23,047	\$ 21,022	\$ 21,937	6,376	5,808	6,299
Alliance Assurance	8,684	8,130	13,630		1,177	1,153
American, Newark	5,182	6,502	5,265	1,361	1,294	1,346
American, Philadelphia	6,413	5,353	7,457	1,225	965	1,150
American Central	9,097	10,407	10,744		708	1,063
Atlas	10,097	9,886	5,035		927	1,833
British America	8,684			1,221	952	752
Caledonian	15,414	16,141	12,109	5,275	5,138	5,368
Commercial Union	17,427	16,718				
Continental	17,886	21,239				
Connecticut	8,123	7,882	3,907	1,864	1,819	2,300
Fire Association	10,173	9,600	7,785	1,862	1,313	2,115
Fireman's Fund	30,971	34,842	32,707	8,123	8,213	7,410
Franklin	1,101		3,268			
German-American	10,553			2,238	2,135	3,701
Greenwich	2,801	3,213	2,473	422	137	426
Hamburg-Bremen	8,608	8,710	8,766	4,146	1,587	4,213
Hanover	4,332	4,851	3,252			1,295
Hartford	36,533	29,071	23,959	7,375	9,475	7,565
Home Mutual	10,895	11,510	11,606	4,012	3,852	4,275
Home, New York	24,593	19,368	16,825	9,926	5,797	5,698
Imperial	10,903	6,721	12,634	869	872	4,569
Ins. Co. of North America	10,718	12,607	12,712	3,373	2,035	1,645
Lancashire	11,053	9,635		2,143	2,038	1,332
Liverpool & London & Globe	36,732	20,028	21,915	12,041	12,213	11,306
Lion	7,795	4,534	10,434	1,226	636	4,758
London & Lancashire	18,660	18,164	20,124	6,203	6,179	
London				2,341	2,927	3,787
Magdeburg	3,638	2,714				
Manchester	16,080	15,982	14,594	8,245	6,343	6,187
Milwaukee Mechanics	3,697					
National, Hartford	15,097	14,457	15,291	5,101	4,375	5,473
Niagara	3,117	8,988	13,067		1,418	3,648
Norwich Union	5,082			3,895	3,140	3,266
Northern Assurance	4,997	5,888		2,340	2,927	3,787
North British	13,117	12,661	10,113	3,313	3,039	2,879
North German	5,401	1,583		69	16	29
Orient	6,691	9,363	11,215	53	1,117	3,664
Palatine	4,755	13,316	26,119	8,660	3,849	6,944
Pennsylvania	6,895	5,725	6,868	941	931	839
Phenix, Brooklyn	14,380	22,503	17,147	5,254	8,618	10,431
Phenix, Hartford	24,593	19,368	16,825	9,790	5,797	5,698
Phoenix, London	13,680	14,455	13,152	1,776	2,960	2,508
Providence-Washington	4,289		8,886	380	921	2,324
Prussian National	3,449					
Queen	7,481			1,551	1,435	1,831
Royal	24,925	21,042	19,973	3,895	3,140	3,266
Royal Exchange	4,013			1,032	716	829
Scottish Union	11,732	13,475	18,558	131	873	1,352
Springfield	12,558			1,300		
St. Paul	5,312	4,421				
Sun, London	9,648	15,565		1,392	1,973	
Transatlantic	9,376	7,899	7,647	400	31	1,525
Union Assurance	14,338	14,255	11,537	176	68	
Western Assurance	5,666			1,628	1,270	1,519
Westchester		6,193	7,957			
Totals	\$635,715	\$582,939	\$528,596	\$147,940	\$136,839	\$159,848
Average loss ratio	36.6	35.7	36.3	31.4	106.6	114.5
Number of companies	61	57	52	50	53	49

Old-Time Fire Protection.

In an illustrated Latin manuscript of the sixth century, of the "spiritalia" of Hero of Alexandria, who lived 120 years before the Christian era, there is a drawing of the Egyptian fire engine of those remote times. It had a double pump, lever arms and a goose-neck, and in several respects corresponded to the description of the first fire engines constructed by Europeans three and four hundred years ago. It is evident that little progress was made in the intervening six or seven hundred years, for we find the same levers and goose-necks in the seventeenth century. Indeed, the "spiritalia" of Ctesibius and the "siphon" of Hero, of 2,000 years ago, are the basis of the fire engine of to-day.

SQUIRTS.

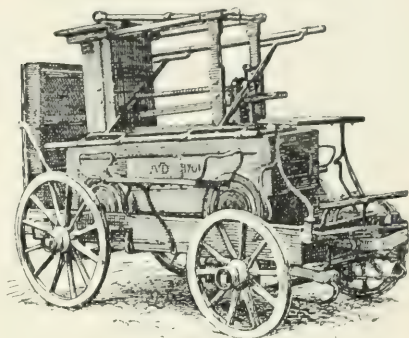
In a book printed in London in 1590 there is the following reference to squirts:

"I will set out before your eyes a type of a squirt which hath been devised to cast much water upon a burning house, wishing a little squirt and plenty of water to be alwaies in readinesse where fire may do harme, for this kinde of squirt may be made to holde an hoggedsh of water, or if you will a greater quantity thereof, and may be so placed on his frame, that with ease and a small strength, it shall be mounted, imbaied, or turned to any one side right against any fixed marke, and made to squirt out his water with great violence upon the fire that is to be quenched."

FIRE ENGINES.

It is believed that the first European fire engines were built in Germany. They were little more than hogsheads with pumps and goose-necks drawn on sleds. These were imported into England, and the type was adhered to as late as Hogarth's time. As early as 1634 "petty engines to be drawn on wheelles," found to be "commodious [saleable] and profitable," are mentioned by an English writer, but it was some 100 years later when engines were first built in England. About the year 1750, hand engines or "manuals" like the accompanying sketch were owned and operated by the Royal Exchange and other offices.

HAND ENGINE OF 1761.



Cunningham's Epigrams.

A soft answer turneth away wrath; but it often constitutes a waiver.

A prudent man dealeth with knowledge and with resident agents of reliable companies.

An agent may ride a bicycle and not be, in any unpleasant sense, an insurance pedal-er.

Average human nature exposes itself more in a claim for fire loss than in a prayer meeting.

Nature has wisely considered the habitual kicker; he is so built that he can't kick himself.

There are some insurance men with more money than brains; and yet they are not real rich.

Honesty may be the best policy; but a big policy on a small value does not promote the best honesty.

There is one place to which a faithful agent can turn and always find appreciation; that is—the dictionary.

Cleanliness may be next to godliness, but a soap factory adjoining a church increases the rate on the latter all the same.

Through wisdom is a house builded; by understanding is it established; but insurance maketh the household to lie down in peace to sleep.

Wisdom is too high for a fool, and so are rates for first-class insurance.

There are some agents who write a poor risks in haste and think it over with regret afterwards; others deliberately think it over first and write it just the same.

Surely the churning of cream bringeth forth butter and the wringing of the nose bringeth forth blood; but the suing of illegal Lloyds bringeth forth nothing.

Manager L. B. Edwards.

The several representatives of the three companies comprising the general agency of Balfour, Guthrie & Co., who came to San Francisco to select a manager to succeed Geo. W. Spencer, resigned, canvassed the situation thoroughly. They consulted freely with the managers of other offices.

Various names for the managership were kindly suggested and some of them were warmly espoused. These names included managers as well as specials. The Eastern gentlemen gave them due consideration; but, to paraphrase a current expression, the "logical person" for the place was, of course, L. B. Edwards, who has been the superintendent of agencies for Balfour, Guthrie & Co. for the past ten years. From the beginning, his appointment as the successor of Manager Spencer was regarded as a foregone conclusion.

Manager Edwards has been so long engaged in field work on the Pacific Coast, and is so widely and favorably known, that anything we might say in his behalf would be a waste of space; but we are sure that a brief biographical sketch of the gentleman will be welcomed.

Mr. Edwards is a native of Indiana, and is 52 years old. At the age of 19 he enlisted and served three years as one of Gen. Wilder's scouts, as a member of the 72d Ind. Mounted Infantry, of the Army of the Cumberland, under Gen. Geo. H. Thomas. Young Edwards was engaged in all the battles of the Atlanta Campaign, and escaped without a wound until April 1, 1865, nine days before Lee's sur-

render. On that day a bullet in the left shoulder sent him to the hospital.

Returning home at the close of the war, Mr. Edwards was elected sheriff of Boone county, Indiana. In 1868 he went to Richmond, Va., and engaged in the insurance business, operating in Virginia and Tennessee. For two years he was general agent of the Liverpool & London & Globe for East Tennessee, and, while representing that company, went through a rate war. With W. B. Cornell, late manager of the North British at Chicago, then special agent for the *Ætna*, Mr. Edwards traveled over this territory, organizing local boards and restoring rates.

In 1871, the subject of this sketch came to California and engaged in life insurance. In 1876, he went to Oakland, where, as the representative of the *Ætna*, *Imperial*, *Home of New York*, *Phoenix of Hartford*, *Hamburg-Bremen*, *California* and other companies, he built up a large and flourishing local agency. In 1880, as member of the legislature from Alameda county, he rendered substantial service to insurance interests, and in the same year aided in the organization of the *Oakland Home insurance Company*.

In 1882, Mr. Edwards accepted the general agency of the *Oakland Home*, and in four years built up the premium income of that company from \$57,000 to \$174,000. This was the beginning of his field work on this Coast, and his success demonstrated rare qualifications for special agency work.

February 1st, 1886, Mr. Edwards accepted a tempting offer from Manager Spencer, of the Balfour, Guthrie & Co. general agency, and since that time he has been in the employ of that firm. On August 1st, he became manager for the Pacific department of the three companies of the late general agency, the *American of Newark*, the *Caledonian of Edinburgh*, and the *Manchester Fire*, of Manchester, England.

Manager Edwards is specially well qualified for the place, by his experience as local agent, general agent, special agent

and adjuster. He is in perfect touch with the local solicitor and the field special, and knows every town like a book; and, moreover, he is popular with the local agents.

Manager Edwards will be ably assisted by F. G. Argall, whom he has appointed assistant manager. The opinion of "the street" is that Edwards and Argall will make a strong team.—*The Adjuster*.

Assistant Manager Argall.

The new Pacific department of the Caledonian, Manchester and American began business on August 1st most auspiciously. The management undergoes several changes by a series of promotions. Manager Edwards, succeeding Manager Spencer, has appointed F. G. Argall assistant manager. Other changes are mentioned elsewhere.

Mr. Argall is a thorough underwriter, both theoretic and practical. He is able to draw on a considerable fund of experience, as well as a store of knowledge as a student of the literature of underwriting. Our readers may recall his interesting and thoughtful contribution to the annual meeting of the Fire Underwriters' Association of the Pacific, on the subject of the theory of lines.

Mr. Argall is a native of England, and began his underwriting career at the head office of the County Fire, one of the old companies dating back to the beginning of the century. Coming to America he found employment in the office of the Queen Ins. Co. in Chicago. About 1888 he came to San Francisco, and at once entered the service of Manager Dornin, then representing the Lion, Imperial, Orient and National. Later he was employed in the office of Manager Dickson, then representing the London, Northern and Queen.

In 1890 Mr. Argall entered the service of the insurance department of Balfour, Guthrie & Co., where he has since remained, as special agent. His appointment as assistant manager is a well deserved promotion.

Caledonian Insurance Company.

The Caledonian Insurance Company of Edinburgh, Scotland, is over ninety years old, which of itself, as a guarantee of conservative practices, is a good deal to say for any company.

The United States branch has over two millions of assets invested in this country, \$710,147 of which is surplus. The termination of the joint contract with the Niagara carried with it a reduction of premiums of course, but a reduction of liabilities likewise.

The surplus rose from \$369,059 January 1, 1894, to \$523,886 January 1, 1895, and \$710,147 at the beginning of the present year.

The premium income of the American branch last year \$1,307,561, the Pacific Coast branch contributing \$138,227 thereto, with a loss ratio of only 46 per cent.

The Caledonian has \$9,890,523 assets, \$537,500 paid up capital, \$862,490 net surplus, \$1,399,990 policyholders' surplus. The assets of the fire department are \$3,123,681; premiums, \$1,971,411; losses, \$1,308,537.

The Pacific Coast department of the Caledonian, in conjunction with the Manchester and American of Newark, is now under the management of L. B. Edwards.

Ancient Order of Foresters.

The endowment fund of this order, the Foresters of America, at present with headquarters in Lowell, Mass., is rapidly falling to pieces.

Here is a table showing the decline of the insurance branch:

<i>Year Ending.</i>	<i>Members.</i>
December 31, 1891	2,857
December 31, 1892	2,497
December 31, 1893	2,073
December 31, 1894	1,462
December 31, 1895	1,056

Last year only thirty-five new certificates were written; thirty-three matured, and 408 lapsed. The annual cost per \$1,000 of insurance has advanced from \$19 to about \$37, in four years.

Magdeburg Fire Insurance Company.

FIFTY-FIRST ANNUAL STATEMENT -A QUARTER
MILLION GAIN IN NET SURPLUS -OVER ONE
HUNDRED MILLION PAID IN LOSSES.

The great German fire insurance company, the Magdeburg, has rounded a half century, and this year presents to its patrons its fifty-first annual statement, showing the possession of over \$8,000,000 assets, of which sum \$5,784,860.96 is surplus to policyholders. Such is the indemnity offered by a policy in the Magdeburg.

The fire premium income of this staunch company last year was \$7,567,444; the losses paid in the year were \$4,372,772. The expense ratio was moderate as usual, and handsome dividends were paid.

During its fifty-one years' existence the Magdeburg's premium income has been \$147,717,764.11 and the losses paid to its policyholders all over the world have amounted to \$100,723,696.67.

The Magdeburg transacts no marine, life or accident business. It transacts a fire business only.

For the protection of its American policyholders the Magdeburg has deposited in the hands of United States trustees \$550,000.00 4 per cent. United States bonds, equal to \$633,579.38 market value. This is the special security, in addition to the company's great resources as a whole, which the United States branch offers policyholders in this country.

The Pacific department, under the management of Messrs. Gutte & Frank, has built up a large and paying business. These gentlemen also represent five marine offices. The total annual premium income of the department averages \$300,000.

Colorado.

Superintendent Parks favors us with the 14th annual report of the California insurance department, a neat and conveniently arranged work. We judge that any sort of company, Lloyds ex-

cepted, can pass through the Colorado department gate.

Three companies newly licensed are the Merchants Mutual Fire (Colo.), Mutual Guarantee Fund Fire (Colo.), Standard Mutual Fire (Mass.). Retiring companies in 1895 were the Baloise, Essex, New Zealand, Patriotic, Sun of S. F.

Average premium rate fell from 1.68 to 1.65. Loss ratio fell from 55.25 to 34.68.

The only Colorado companies are: The Farmers Alliance, with \$1,334 assets and \$1,316 liabilities; German Mutual, \$13,174 assets and \$6,629 liabilities; Grange Mutual, no assets and \$570 liabilities; Mutual Guarantee, \$1,278 assets, liabilities (about \$1,700) not given; Western Mutual, \$5,518 assets, \$4,816 liabilities. And there are silly people in California who think such mutual companies are wanted in California.

The Star Accident of Illinois withdrew from Colorado for the good of the Coloradoans.

The receipts of the department increased from \$39,413 to \$67,275, under the new two per cent. tax on the gross amount of premiums. The superintendent estimates that in two years \$100,000 surplus revenue will be drawn from prudent people who insure and transferred to the general revenue for the support of people who eat taxes.

This report also gives the Colorado insurance laws and a list of agents in the state.

A Campaign of Education.

If all the fire insurance companies were to print on blotters and almanacs the demonstrable fact that the average profit on fire underwriting in the United States is only 4 per cent., and print the same significant fact on all their advertising literature every year, there could be no doubt that blotters and almanacs pay.

The public would be educated, and the average jurymen or state and municipal legislators could not safely reckon on the support of an ignorant and prejudiced

public whenever he assailed fire insurance interests.

Manager Beddall on the Lloyds.

In his address to a meeting of New York agents Manager Beddall of the Royal said:

Cheap insurance is supplied in still another form. A taste for individual underwriting, known as "Lloyds," was suddenly developed some three or four years ago, and such was the craze for it that a hatchery was established in New York for the more rapid procreation and propagation of such concerns. Under this system a dozen or more individuals associate themselves together and underwrite a fixed proportion of a certain sum on a certain risk. Among their subscribers we find some reputable and responsible citizens, but more frequently they consist of men whose names are honorable enough, but whose financial condition is unsound. Deceit is frequently called upon to serve that which truth and candor have failed to supply. Thus, in the prospectus of one Lloyds appears the name of W. Young, Esq., capitalist, who proved to be Wang Yung, a laundryman, whose moral character was good enough, but whose capital, if he possessed any, had all been invested in China. Andrew Jackson, Esq., Fifteenth National Bank, proved to be the colored porter who swept out the office, and Theophilus T. Cheatham, Esq., Inter-Oceanic Express Company, the driver of one of their business wagons—all attractive names to the "hayseeds" whom they were intended to allure, but of no value in paying fire losses.

In supplying these Lloyds with a designation, the insurance vocabulary has been ransacked, and almost every well-known company has had its title purloined. There have been the "Aetna" Fire Lloyds, "Continental" Fire Lloyds, "German American" Fire Lloyds, "Imperial" Fire Lloyds, "Niagara" Fire Lloyds, "Royal" Fire Lloyds, besides scores of others.

In all 131 of these so-called Lloyds organizations have been formed, of which

eighty-nine have already been closed, either voluntarily or by the sheriff, in one case the only assets discoverable after the demise consisting of an office towel, a chew of tobacco and a toothpick.

In selecting managers or attorneys for these associations, a knowledge of the business has not always been deemed important. Cheek and enterprise were the essential requisites, and in two instances, at least, their attorneys had qualified themselves for the position by serving a term in state's prison.

Lying Inducements in Life Insurance.

The following is copied from Actuary Harvey's "Observations" in the 27th Missouri Insurance Report:

Another evil remains to be cured; the disposition on the part of some agents to offer lying inducements to applicants for new insurance. One of the earliest and best founded objections to assessmentism was that the system pretended to offer to its patrons, a fine opportunity of getting something for nothing—a fraud on the face of it. What shall be said about an "old line" company, when it authorizes its agents to send out notes of the following tenor:

Mr.———

DEAR SIR: I am here for a short time from the home office of the company, for the purpose of placing a "special contract" among a few of the prominent business men of St. Louis.

The company is very desirous of having *the influence of your name.*

If you will kindly fill out the enclosed blank and return it to me, I will submit to you a proposition guaranteeing to *carry your life insurance FREE OF COST for a given number of years.*

I beg to remain,

Yours very truly,

The "enclosed blank," which was to be returned to the executive special, dictates for the applicant, his *pledge of "honor" (whether I accept the proposition containing said advantages or not) to hold*

the same inviolate and confidential." I have done the italicizing.

As an attempt to humbug Tom, Dick and Harry, whose names may be taken at random from the city directory, into the belief that their "influence" is important, the circular is a "fake." As an attempt to make the recipient believe that the company has discovered a royal method of giving something for nothing, it is precisely as much of a fraud to-day as the co-operative or assessment system was twenty years ago. No company resorting to such expedients is entitled to the confidence of the public.

Ætna Changes.

On August 1st the Pacific Coast agency of the Ætna Insurance Company underwent the change already announced in these pages, with the new firm of Boardman & Spencer as general agents. The general office at 514 California street, San Francisco, has been rearranged to advantage. Partitions have been changed, and new furniture has been added. The adjusters and special agents have been assigned a room in the rear, while Mr. Boardman and Mr. Spencer have a single front office facing the street.

E. C. Morrison, special agent and adjuster, has been promoted to a general supervisory position, and given the title supervisor of agencies.

Mr. Morrison has been engaged in field work for over fifteen years, and he is as capable, energetic and popular as any special agent anywhere. His promotion has been earned by hard work and conscientious service.

W. B. Goodwin, for sometime past a resident of Washington, has been appointed special agent and adjuster.

—Papers and Transactions Actuarial Society of America, quarterly. This issue is surrendered largely to Mr. Weeks' paper on statistics of the American life offices on annuitants, something not easily quoted. "On Reckoning in Games of Chance" has special interest in San Francisco, where the dice-throwing habit

is general. Christian Huygens wrote this essay in 1657. Here is a specimen proposition: To find in how many throws one can bet to throw two sixes with two dice. Any one who bets to do it in a single throw has one chance to win and to receive *a* and thirty-five chances to lose and to receive zero.

German-American Insurance Company.

On January 1st the very prosperous German-American of New York had \$6,580,069 assets, a gain of \$340,000 in the year; \$2,413,087 net surplus, a gain of nearly \$400,000. July 1st the German-American presented a semi-annual statement showing an increase of \$137,000 in assets and a gain of \$300,000 in net surplus in six months. The total assets are now \$6,717,329, and the net surplus is \$2,711,875. This is indeed an elegant showing, which General Agent Tyson may well be proud of.

American Railway Accidents.

The number of railway employees killed during the year ending June 30, 1895, was 1,811, and the number injured was 25,696. These figures compared with those of the previous year show a decrease of 12 in number killed, and an increase of 2,274 in the number injured. The number of passengers killed was 170, the number injured, 2,375. These figures give for the year a decrease of 154 in the number killed, and 659 in the number injured. The number of passengers killed is remarkably small. The smallest number killed in any of the preceding seven years was 286, in 1890. One employee was killed for each 433 employed, and one employee was injured for each 31 employed. Of the class of employees known as trainmen, that is, engineers, firemen, conductors, and other employees whose service is upon trains, it appears that one was killed for each 155 in service, and one injured for each 11 in service. The number of passengers carried for each passenger killed during the year was 2,984,832, and the number carried for each passenger injured was 213,651. The liability of passengers to accidents is better

shown in the fact that 71,696,743 passenger miles were accomplished for every passenger killed, and 5,131,977 passenger miles for every passenger injured. A comparative statement shows that considerable advance was made during 1895 in respect to railway casualties. It is suggested that beneficial results were derived from the fitting of equipment with automatic appliances as well as from the raising of the character of railway service and grade of railway equipment, first noted in the last report of the Interstate Commerce Commission.

The Royal Arcanum.

This order is down to "hard pan," as they say "out West." It is compelled to re-adjust its rates. The committee in charge say: "Our present plan will not do." "Slowly and surely we are increasing in average age." It is admitted that there are only two plans of practicable life insurance: level premium and natural premium. The level premium plan is rejected because "should now be at least \$25,000,000." They favor the natural premium plan, with increasing cost of insurance, *paid in advance*. It would be better to disband and insure in legitimate companies.

Testimonial to Geo. W. Spencer.

A few days after Mr. Spencer's retirement from the management of the insurance department of the Balfour, Guthrie & Co. general agency, to assume his new duties as joint manager of the Ætna general agency, he was summoned to his old office by a telephone message. Responding to the summons Mr. Spencer was surprised to find his old associates, the office and field staffs, assembled and awaiting his arrival. The explanation was immediately forthcoming, with agreeable suggestions in the smiling faces of the group. Manager Edwards made a neat, cordial speech of presentation in behalf of the employes of the office, expressing the warm personal regard of all for their late manager. He then handed Manager Spencer a handsome silver lov-

ing-cup, suitably engraved. Mr. Spencer, accepting the cup, replied, not without emotion, in a particularly happy vein. The occasion was one of the utmost good feeling.

The cup is very substantial looking, and is about ten inches high. It is made of silver with a mirror-like polish, and has three handles of buckhorn. The latter is a new feature, and as the design of the cup was by those in charge of the presentation, it is a unique as well as a handsome affair.

The Latest Craze.

We are a great people possessing a new land seized from a wild race. A theorist has said that the climate and the food products of the soil of this continent will in time give to its white inhabitants the complexion and character of the aborigines. It is said that we are fast becoming a dark-haired people, and a bronze complexion and Indian characteristics may follow. The food we eat and the air we breathe and the bright sunshine which stimulates us may be imparting a taint of wildness to the blood of the new race of Americans—the wildness of the red men who disappeared before the white men's rum and gunpowder.

Fads in this country are strangely like mania. Social and political movements too often develop into a craze. We submit examples.

Twenty years ago there was a greenback craze. Later came the assessment insurance craze. Recently, the Lloyds craze and the bicycle craze; and now the greenback or fiat money craze again in the disguise of free silver coinage. Plenty of so-called dollars are promised to produce prosperity for all, and every American Indian of us is whooping and dancing a war dance and yelling for "free silver." Are you an American Indian?

—At the recent sale by the assignee of the final effects of the defunct Burlington Insurance Company, Iowa, the "famous \$20,000 mill at Pomona, Kansas," brought \$200; then \$144,542.37 of notes of Kansas

people, bid for in a bunch, were knocked down at \$105; notes of Iowa drawers to the amount of \$26,326.81, had the selling value of \$21; Iowa judgments, \$13,316.96, and book accounts, \$22,715, were successfully and respectively bid for at \$50, and \$7, etc. So the sale of above \$200,000 of "assets" realized about \$600.—*American E. & Review.*

The Great Equitable Life Record.

RESULTS TELL—\$201,000,000 ASSETS AND OVER
\$40,000,000 SURPLUS.

The Equitable Life Assurance Society very briefly sets forth, on a colored page elsewhere, a record of what it has accomplished. The great figures in red gothic type will arrest and hold the attention of the reader.

During the past ten years the Equitable has made total surplus earnings of \$46,000,000.

Here is some good advice to insurants—advice which any company, or the COAST REVIEW as the representative of all sound companies, may offer:

"In entering into a contract which may not terminate for thirty or forty years, it will well repay the assurer to give the subject the careful investigation that would be devoted by him to any other affair of like magnitude and importance."

Independent Order of Foresters.

The new business of this Canadian order is increasing, and there is seeming prosperity. The appearance is deceiving, but as long as large gains can be made it is possible to dupe the public as to the real condition of the order. Last year there was a gain of nearly \$2,000,000, or 16 per cent., but in the previous year there was a gain of nearly \$6,000,000, or nearly 30 per cent. All this "new blood" has helped the order temporarily, but with inadequate rates it has also increased the extent of disaster to come.

In the past three years the new insurances have increased 40 per cent., but

in the same time the terminations by death have increased 130 per cent., and the lapses have increased nearly 160 per cent. The insurance in force has doubled, but the terminations have nearly trebled.

This is a bad exhibit for the Independent Order of Foresters. But this is not all. It must now prove to the authorities that its rates are sufficient to accumulate funds enough to meet its obligations, since it undertakes to pay endowments as well as death benefits.

The Bankers Alliance Changes.

J. M. Elliott and F. C. Howes, connected with a Los Angeles bank, have resigned from the directory of the Bankers Alliance. L. Replogle, of Chicago, and connected with the new Northwestern Life, has been elected a director. Other changes are rumored and there is some talk of a thorough reorganization of the association. Whether it can be placed on a sound basis may well be doubted.

Uncasy Bankers—Collect Premiums.

Bankers are prohibiting over-drafts, and are lending money only for a short time on gilt-edged securities easily convertible into gold values. Savings banks are preparing for runs, and will enforce the "notice" conditions. Mortgages will not be renewed, except on gold contracts, and not even then if depositors demand their money, as feared. Gold is being hoarded by people who are distrustful of banks and who do not care to invest under possibilities of free coinage. Money is therefore scarce, because of the timidity of capital. There is to be ten weeks of more or less uncertainty, with increasing tightness of the money markets, unless a house-to-house canvass of the pivotal states shall present satisfactory evidence that the cheap money madmen will be in a minority on the first Tuesday after the first Monday in November. It will be well, meantime, for insurance agents to press their patrons for premiums, lest collections become more difficult as the days pass.

—The Palatine has reinsured the Insurance Co. of State of Penn, in Kentucky.

Life Insurance and the Free Coinage Folly.

—
POWERFUL ARGUMENT OF PRESIDENT GREENE
OF THE CONNECTICUT MUTUAL LIFE INS.
CO.—WARNING TO POLICYHOLDERS.

President Greene of the Connecticut Mutual Life Insurance Company has issued a timely warning to policyholders, on the inevitable effect of a free silver coinage law on the proposed basis of 16 to 1. Life insurance policies are payable in "dollars," in the current money of the country; and the success of the fusion favoring free silver coinage would result in the payment of all life insurance claims in dollars worth only 50 cents, or less. The issue is very clear.

The American life insurance companies, under their contracts, and under the proposed law, would be compelled to discharge their obligations with United States dollars. Any policyholder could enjoin his company from doing otherwise, even if the resources of the company would be sufficient to meet existing obligations on a gold or honest dollar basis. But universal depreciation of the values of securities would compel the life insurance companies to meet their obligations in depreciated money.

President Greene's letter has been given wide circulation, and many of our readers have probably seen it; but as an abbreviation would do the company and its president an injustice, we have concluded to print in full this powerful exposition of the interests of life insurance policyholders in the results of the great electoral battle. The sub-heads are our own.

PRESIDENT GREENE'S LETTER.

TO THE POLICY-HOLDERS—This corporation has never touched political question or sought to influence political action; nor would it ever do so unless that political action were directed to issues involving the very life-blood and substance of that which we have here undertaken to do in behalf of your families and estates.

We have asked you to protect the integrity and welfare of your families after

you are dead, by putting into our hands certain sums of money saved from your annual earnings or other incomes; and we for our part, have promised that when you are gone we will pay to those who were dependent on you such gross sums as your savings so applied would buy as assurance.

We have urged this upon you because it was your clear duty to protect the future of those whom you have made dependent on you and helpless to protect themselves; and because you could, in this way, make a provision which for amount and instant and constant effect could not be made in any other way. And we have felt justified in urging it on you because of our steadfast purpose to make this provision as little costly to you and as effective and certain to them as it is within our power to accomplish.

CONTRACTS PAYABLE IN DOLLARS.

Our contracts with you agree to pay to your families so many "dollars." There has never been any doubt what was intended thereby: it was the dollar which before the Civil War was worth just an hundred cents, which during the war fluctuated in the depreciated greenback currency of the time, going to a premium of 185 per cent. at one time, and then a greenback "dollar" would buy only thirty-seven cents' worth—and dropping back to its normal price after the war closed and our commercial and industrial development and the political action and evident temper of the people made it manifest that we could and should pay our debts in dollars worth one hundred cents; the dollar which we have paid, loaned, borrowed, exchanged, and transacted all our business since our country resumed specie payment after the brief interruption of the war, as we had done before; the dollar which goes without discount, by its own intrinsic value, whether coined or melted down, the world over. This is what we have always and all of us meant by a dollar; nor have we ever doubted that that was what a dollar always would mean. Therefore we never supposed it necessary to provide that you should pay your premiums or that we should promise to pay your poli-

cies in any particular kind or quality of dollars; both—with the exception of certain Canadian insurances made during the Civil War and while gold was at a premium—are payable in “lawful money” only, on the confident assumption that the American people are sufficiently honest to keep its dollars meaning what they were meant to mean and always had meant.

ONLY CHEAP MONEY WILL CIRCULATE.

But now comes a political party and avows its distinct purpose to make a dollar mean three distinct and widely different things: first a gold dollar worth as bullion one hundred cents anywhere in the world; second, a silver dollar worth as bullion only fifty-two cents at the present time; third, all the paper promises of dollars to be hereafter issued by the government only, redeemable in either one hundred cents gold dollars, fifty-two cents (or less) silver dollars, or in new promises to pay, at the option of the debtor or redeemer. You do not need to be told that only the least valuable of these dollars would remain in use. The invariable experience of all the ages fixes that fact beforehand. And to leave no possible doubt as to what the party means and expects to be the result of its proposals, its candidate for the presidency declares: “We are going to fight for that which some are pleased to call dishonest money.”

GREENBACKS AND BONDS WILL BE PAID IN SILVER.

Should this party so led come to power upon this platform, the government dues instead of being paid, as now, in gold at one hundred cents, or in paper which it now redeems with such gold and never with silver, would be paid in silver or in paper redeemed in silver, which silver we could use in trade at only its bullion value of fifty-two cents in the dollar. The greenbacks being then redeemed in fifty-two cent dollars, the government bonds and their interest being paid in fifty-two cent dollars, our national bank currency, which rests on government bonds, redeemable in fifty-two cent greenbacks, and the

gold gone from domestic circulation into international trade, we shall be on the single fifty-two cent silver dollar basis. One hundred cent gold dollars do not swap even for fifty-two cent dollars of silver, iron, or copper. Fifty-two cents’ worth of anything can never buy more than fifty-two cents’ worth of anything else.

Then the purchasing power of your policies will be cut in two. Nor is that the end. Consider this:

DEPRECIATION OF SILVER.

When the government in 1878 began buying and stowing away silver under the Bland-Allison act, silver bullion was worth about \$1.15 an ounce; at which price a silver dollar was also worth about eighty-eight cents. (To make a silver dollar worth a gold dollar, at sixteen to one, silver bullion must bring \$1.29 cents an ounce.) The new demand sent the price up for a little while to \$1.22 an ounce, which made a silver dollar worth ninety-four cents. But the government purchases so stimulated the production of silver from our new and abundant mines that the price soon began to fall. Moreover new mines were hunted for and found in hitherto unsuspected number, and chemical and engineering skill were taxed to find new and cheaper and more rapid methods of reducing the ores, while railroad extensions greatly cheapened the transportation. So, though the government was buying at least \$2,000,000 worth a month, the production outran the demand and the price kept dropping until in 1890 it was only ninety-three cents an ounce and a “silver dollar” was worth only seventy-two cents. Then the government of the people was asked to raise the price by increasing its purchases and stowing away more. So the Sherman act of that year ordered the purchase of 4,500,000 ounces a month, and the price for a short time went up to \$1.09 an ounce. But the mine owners were equal to their new opportunity and poured out the new silver so fast that by 1893 its price had gone down to eighty-four cents an ounce and a “silver dollar” was worth only sixty-five cents. Then the Sherman act was repealed as a hopeless failure to

raise the price and silver gradually sank to a general level of sixty-six to sixty-eight cents an ounce or fifty-one to fifty-two cents' worth in a "silver dollar."

OVERPRODUCTION AND LOWER PRICES.

The present point of this bit of history is this: Coming upon a silver basis would intensely stimulate again the production of silver. The ores are now easily accessible, in inexhaustible quantity, from which silver can be put upon the market at a profit at forty to fifty cents an ounce, at which price a "silver dollar" would be worth thirty to thirty-eight cents, or less than a greenback was during the darkest days of 1864. Under that stimulus and under such conditions there can be no possible doubt that the price of silver would steadily decline on the average toward the point at which it can be produced, which in some mines is said to be already less than twenty-five cents an ounce, and inventions and improvements have not ceased. Should we come upon a silver basis your policies would for the present be paid in "dollars" worth to your families only about fifty cents; and the bulk of them would probably be paid in "dollars" worth not more than from twenty-five to thirty-five cents.

DUTY OF LIFE INSURANCE MEN.

It is, therefore, our duty to warn you that by so much as it was your duty to make this provision for the protection of your families, by so much as it is your present duty to see, so far as your action can prevent it, that no part of that provision is lost to them by being paid in "dollars" which are worth anything less than the 100 cents in which you have been paying your premiums and in which, therefore, you and we supposed you were making that provision, trusting to the personal and political integrity of the American people to keep their honor bright and their money good. We have never supposed—and do not yet suppose—that the money standard of this country, producing for and trading with all the countries of the earth, is at the mercy of certain people who have a lot of cheapening metal

to sell to us to use for a new standard, and who have long been carefully and at great expense organizing their scheme politically by bringing into one camp all the discontent, the jealousy, envy and hatred which the unwise, unthrifty, improvident, idle and self indulgent are supposed to harbor toward the self-restrained, industrious, careful, saving, thrifty, and wisely provident.

THE COMPANIES ARE HELPLESS.

We are powerless to prevent such an outrage. A great part of our funds are invested in securities which are payable in lawful money only; and should we come upon a silver basis we should therefore be compelled to receive as a "dollar" only fifty-two cents' worth—or less—of silver for every 100 cents which we have loaned. We cannot escape using the money which the people are content to use and call lawfully good. We cannot make one of our own or convert into 100 cent dollars the cheap silver ones we shall be forced to receive.

GOLD CONTRACTS.

Silver mine owners who have long been striving to bring about such a change, foreseeing fully all its effect, may have had their mortgages made payable in gold coin of present weight and fineness. We have believed, and still do believe, that the intelligent, honest, and thrifty people are sufficient in number and will be sufficiently united and earnest in purpose to make unnecessary a contract calling specifically for as good money as was loaned. If it be otherwise, if those people of this nation who have gotten somewhat in debt by borrowing on their own request dollars worth an hundred cents, can force a settlement with their creditors at fifty cents or less, by deliberately debasing our money before the face of the whole world, then there would be little use in any such contract, especially under the purposes respecting the same and respecting the courts embodied in the platform in question. The reign of disorder and dishonor will have begun and none can tell where it will end nor what ruin will first be

wrought. It is the foundations of economic, commercial, and political life which are being assailed now; and it behooves every man who has anything to be responsible for to think and to act soberly. Respectfully yours,

JACOB L. GREENE, President.

Outcalt's Slurring Circulars.

Peter Outcalt, for thirty years in the service of insurance companies as an adjuster—according to his own statement—is no longer employed by them. He therefore tenders his services to loss claimants, and sends them misleading and prejudicial circulars, as soon as he learns of their loss by fire. Mr. Outcalt's services are a needless expense to the assured, but as long as he deals honestly with both claimant and insurer, his "intervention" will certainly not be objected to by the companies interested. Representing the insured, he delays the settlement of a loss, and delay is not objected to by debtors.

But in soliciting employment by means of circular letters Mr. Outcalt has at last gone too far. His most recent Johnsonese letters—fulminations, we might call them—are scandalous. The companies and their adjusters are represented to be sharpers and tricksters, seeking to cheat the assured.

It ought to be "plainly obvious" to the loss claimant, he says, that if the insurance companies "disburse" large salaries for "professional adjusting service," it is "clear they look for some equivalent to counterbalance the outlay." Peter knows, for has he not been in the employ of these rascals for thirty years? As he has been "equal to the best," it occurs to us that Peter is making out a bad case against himself. What a devil of a wicked fellow he has been all these thirty years, rendering unto the companies "an equivalent to counterbalance" the large salaries paid him.

The assured is repeatedly warned by this "intervenor." The average adjuster is declared to be "an accomplished specialist in the school of bad faith." "Consider your neighbor's experience, who, left

to his own resources, has been subjected to annoyance, embarrassment and loss"—trying to prove his loss to the satisfaction of the wicked adjuster. "Escape, if you can"—by employing Peter, of course. "Fortify yourself absolutely," he thunders, "against the dangers attendant upon ignorance." For "the present *are* strained times with the insurance companies, and it is quite natural" (from Peter's point of view) "they should avail themselves of every discoverable advantage. Even" (in the rare cases inferred) "where perfectly honest, the temptation is to get the best of the bargain."

Who, therefore, is likely to be "master of the situation" if the wise, experienced and courageous Peter is not present to defend the assured from the machinations of his old comrades, skilled in "the school of bad faith?" Promising the loss claimant "certain protection against every species of trickery and imposition"—for a fee less than the amount to be saved from the sharpers—he urges the insured not to commit himself by "precipitate or unguarded statement in the hearing of the adjuster." Or, in other words, conceal the facts.

We leave it to the reader to draw his own conclusions, from these quotations. It is not necessary for us to express any opinion as to the trustworthiness of any statement which Mr. Outcalt may make to the assured. If any claimant, in receipt of such a slanderous letter seriously reflecting on the character of the writer's employers and fellow-employees, chooses to employ him, we shall not say nay. That is the claimant's privilege; but he must expect additional delay, and the expense of the "intervenor" at a goodly sum per day, without any corresponding advantages.

Insurance companies contract to pay a loss by fire within a certain sum, and they stand ready to pay the loss under the policy, as ascertained; and behind this contract are their assets and the machinery of the law and their good reputation. No honest claimant need employ an adjuster. The companies never risk repu-

tation and the verdict of an unfriendly jury, nor go to the expense of litigation, to defeat any just claim.

American Life Insurance in 1895.

From the New York insurance department report for the year ending December 31 we compile the following totals of the American life insurance companies, representing, it is believed, nine tenths of the business transacted in the United States:

Insurance issued in 1895	\$864,815,534
Terminated by death	\$ 62,023,805
by maturity	10,565,448
by expiry	31,003,172
by surrender	135,022,326
by lapse	282,768,964
by change	35,322,988
by not taken	96,197,784
Total terminated in 1895	\$652,904,487
Net gain in 1895	\$211,911,047

The percentage of death terminations was about 7; of surrenders, over 15, or nearly double the percentage in the prosperous times of several years ago. The percentage of lapses to new business was about 33, a gain of over one half, as compared with the 20 per cent. of five or six years ago. These latter days of agitation and bursting banks and gold exportations have affected life insurance unfavorably.

COMPARISONS—1892 WITH 1895.

In 1892 the new business written was \$947,804,283, and the amount terminated was \$624,235,244, leaving a net gain of 34 per cent.

In 1895 the new business written was \$864,815,534, and the amount terminated was \$652,904,487, leaving a net gain of only 25 per cent. Including, for the purposes of comparison, the "not taken" formerly reported by two offices which do not now report it, the net gain last year was only 15 per cent. In 1892, 34 per cent. gain; in 1895, only 15 per cent.

In 1892 the percentage of surrenders to new business was less than 10; in 1895 it

was more than 15. The increase of surrenders to mean amount in force is about the same. In 1892 the percentage was 0.39; in 1895 it was 0.49.

In 1892 the amount surrendered was \$92,663,678, and in 1895 it was over \$135,000,000.

Life insurance is peculiarly sensitive to business conditions, and these comparisons demonstrate the depressed business conditions of recent years.

Changes in the Field Staff.

H. McD. Spencer, formerly special agent in the Northwest for Balfour, Guthrie & Co.'s insurance department, has been promoted to the position of superintendent of agencies, made vacant by the appointment of L. B. Edwards as manager. Mr. Spencer has been engaged in insurance work on this Coast for upwards of twelve years, in both the office and the field. During the past three years he has been in the employ of the Balfour, Guthrie & Co. general agency. He is a popular and successful field man, and is well qualified for the added responsibilities of his larger field.

Dixwell Hewitt, formerly special agent for Catton, Bell & Co., goes with the new management of the Manchester, Caledonian and American, as special agent in the Northwest. He is thoroughly familiar with that field, in which he has been traveling recently. Mr. Hewitt is highly spoken of as a special agent. He has been "on the road" for several years and has made a good reputation for painstaking and successful work.

—Kindly Said.—The subscription paid for a leading insurance journal is the best investment that an agent can make. The company publications serve to advertise the company, to convey information as to that particular company's wants and methods, and also to advertise the regular journals by use of scissors in cab-baging and crediting the best articles found therein, but such publications cannot employ the brain, or give the space,

or convey the information that is furnished by the regular insurance papers: subscribe for a good one.—*Fireman's Fund Record*.

State Insurance.

At a meeting of the Insurance Institute of New South Wales, a Mr. Woodthorpe took advanced grounds in favor of state insurance. After speaking favorably of the New Zealand life insurance department—which seems to us a needless venture, proving nothing—he continued:

“As regards fire insurance, perhaps the time is not quite ripe for the government to undertake that; but if the government can undertake other departments of trade and industry, I see no reason why it should not extend its operations. For, instance, it is not, to my mind, an impossibility for the state to undertake fire insurance, because I take it that if they did institute a fire insurance department they would have it under the control of well-trained men who had been brought up to the business—men such as we see around us in our everyday life. And what is more, a department on such lines would be secure against the wholesale competition and expenses which exist in present-day business. Certainly a very acute underwriter would be required to undertake such a department, but we are seeing new developments in all affairs which tend to the benefit of the community, and although I distinctly state that I do not think it would be advisable at the present time to institute such a department, yet I am of opinion that the development of such an institution is not only possible, but may be advantageous. With all these new undertakings by the state, it is a matter of experience in the same way that it would be by any private individual, but the state has at its command the power of obtaining the best men for the best positions; and given a department under good control and management, I see no reason why it should not be a success.”

Any argument in favor of state insurance applies with equal force to the man-

agement of any other kind of business by the state. Why should not the state engage in banking, baking, washing, printing, painting, butchering, merchandising? Departments on these lines would be secure against “wholesale competition and expenses.”

There are two sound objections to these socialistic underwritings: they de-individualize men, and make them machine-like dependents on government initiation and aid; and they kill all originality and invention. The result would be deterioration.

If this foolish rate war continues much longer in California, however, fire insurance men will all be ripe for the experiment of state insurance. Better represent the state than the throat-cutting company. The state would not tolerate rate-cutting nor rebating of commissions.

Mutual Admiration Society.

Not a solitary insurance journal has expressed itself in favor of free silver coinage.

The *Adjuster* appears to be under the impression that “the street” does not know who “Regulator” is. Reg. can not hide his ear-marks under any sort of hide.

Ex.-ex.-Jno. E. Hollingsworth, who, as quasi-representative of two Western insurance departments, attempted to raid the Travelers, has found a congenial place as half owner of the *Raid-iator* of Atlanta.

We fancy that Editor Wilder of the *Insurance Magazine* of Kansas City would like to print what he really thinks of Autocrat Anthony of the Kansas insurance department, who out-Sniders Snider, his Populist predecessor. Mr. Wilder dearly loves to take a shot at windy demagogues, but in this case personal friendship and party fealty forbid.

The *Post* of Chicago is engaged in the generous work of compiling a biographical work of no mean pretensions. It will contain large and beautiful portraits of prominent underwriters, at \$75 each. Competent critics say that this sum is too

cheap for such a work of art. The publisher, to prevent the cheapening of the value by too great publicity, undertakes to limit its circulation to actual subscribers; but this praiseworthy restriction, we may venture to hope, does not necessarily exclude the Chicago paper's exchanges.

We compliment the *Argus* of Chicago on its portraits. They are far ahead of anything of the kind in other insurance journals.

The *Herald* blunders in referring to Thos. S. Chard as the editor of the *Fireman's Fund Record*. Wm. Sexton is the bright wielder of quill and shears for that company organ.

The editor of the *Agent* of New Orleans must have a sort of pepper-box with which he sprinkles his editorials. Not with spice, but with commas. Or does the sugary sweetness of the insurance editorial—the puff personal and compliment corporate—draw flies to Drew? Anyway, the elaborate editor or compassionate compositor or flustered fly signals a pause to the weary reader as often as three or four words.

Criticism and Advertising.

The *Register* says of an attack on the American Union Life by our St. Louis contemporary: it "is open to the suspicion that it was inspired by the refusal of the company to advertise in its columns." We protest against such an insinuation by any insurance journal as to another's motives. The Philadelphia papers are suspiciously quick to take this mean view of their contemporaries; and the inference that the Philadelphians are judging others by themselves is natural.

One of the principal services which the independent insurance journal renders to subscribers, and one which does most to enlarge and maintain the subscription list, is intelligent and temperate criticism of methods, policies, plans and companies. The journal that relies on puffery, deception and concealment may secure advertisements, but such a sheet will have no circulation.

The fact that it may be more profitable to criticise a company and its managers than to accept an advertisement, is a refutation of the silly and easy charge that the "inspiration" is a refusal to advertise. Such a defense is too often the refuge of weakness, mismanagement and fraud. We do not deny that there may be insurance journals, and papers with insurance departments, which are governed by unworthy motives; but we do insist that where "refusal to advertise" is alleged, proof of an application to advertise should be forthcoming.

That the insurance press is notably clean in this respect is proved by the fact that there are numerous non-advertising companies that are never even unfavorably mentioned.

Fire Patrol Report.

The San Francisco fire patrol reports for the quarter ending June 30th \$361,970 premiums, with two companies fewer, \$27,000 premiums less, and \$354 less yield to the $1\frac{1}{4}$ per cent. levy as compared with the previous quarter. The two companies referred to have withdrawn from the state. The patrol is doing good work, saving thousands to the insurance companies, and we wish we could number all the offices among its supporters, instead of 57.

Compared with the same quarter last year, with the Firemen's and Phenix added, the premiums are \$112,000 less. This is a falling off of 24 per cent. It is a serious decline indeed. Compared with the same quarter in 1894 the decline is \$244,000 or over 40 per cent. This is a disastrous drop.

Of course, hard times have in some degree reduced the premium income, but practically all this tremendous reduction of 40 per cent., or more than 50 per cent. if we take into account the term business, is due to rate-cutting. Fortunately, San Francisco losses have been lighter than last year, by \$200,000.

—A British life office, which separates the abstinence risks from the general risks, yearly presents statistics which

demonstrate the greater longevity of the cold water people. Last year their mortality was 65 per cent. of the table rate, while the drinkers of malt and other liquors had an 85 per cent. rate.

Manager W. C. Leavitt and the Union Mutual.

The Union Mutual Life Insurance Company, of Portland, Me., made a fortunate selection when it appointed W. C. Leavitt manager of its Pacific Coast department. A young man, but with experience both in the office and outside, Mr. Leavitt assumed the duties of the place with vim and hope.

The results have been an endorsement of the wisdom of the appointment, and a reward for the hopeful energy which has characterized the work of the department. Business has increased remarkably, gaining 40 per cent. in 1895 over 1894, and 50 per cent. or more this year over the same time last year.

Mr. Leavitt has been connected with the Union Mutual for over ten years. The administration of the department has been notably improved under his management. The agents have been selected with care and judgment, and the local men are required to be residents of the locality represented.

There are two sub-departments, namely, the city and the country. G. E. Hunt, a "rustler" of a fine type, has been in charge of the city department for the past eight years. The country department is operated under the superintendency of E. N. Atwood and John C. Spinney, two thoroughly experienced field men and solicitors. The county agents hold very confidential relations with the company and its department management, and are enabled thereby to deal most satisfactorily with policyholders.

The Union Mutual has been doing business in California since 1868, and has paid hundreds of thousands of dollars to Pacific Coast policyholders. It pays losses fifteen days from filing proofs. In this respect the company is unsurpassed. In the percentage of resisted claims, the

record of the Union Mutual is below the average for all companies.

We print elsewhere an excellent likeness of Manager Leavitt.

Union Mutual Life Insurance Co.

This sound life insurance company is nearly a half a century old. It has demonstrated its strength and the correctness of its plans. Conservative traditions rule in its affairs, and with the record of the past add to the assurances of the future.

The Maine non-forfeiture law keeps the policies in the Union Mutual in force automatically, the full reserve being applied to keep them alive. Thirty days' grace is allowed. All policies are incontestable after one year. Benefits conferred on new policyholders, under new policy forms, are likewise conferred on old policyholders.

The cash surrender values are liberal, and loans are made to the full extent of the reserve. Options of cash, paid-up insurance or a life income, at the end of twenty years, are guaranteed.

Under the non-forfeiture law, 297 claims have been paid under its provisions, amounting to \$600,000. It is a good record.

Insurance Commissioner Carr, of Maine, recently completed an examination of the affairs and condition of the Union Mutual. He praises the company for the high character of its assets and the increase of net surplus, and finds evidence of commendable caution in the selection of risks.

The present management, while adhering to the conservative practices of the past, have also struck out some new lines which are adding to the popularity of the company. President Richards is a strong man in the financial world, and Vice-President Bates, who has been connected with the company for twenty-six years, is a strong man in the insurance world, and the two men make a powerful team in the management of this old Maine company.



W. C. LEAVITT. GENERAL AGENT Union Mutual Life Ins. Co., San Francisco.

The Situation.

We feel justified in saying that there is some improvement in the prospects of reorganization. The only difference now is the construction, the phraseology in fact, of a non-intercourse clause. On one side are two or three offices; on the other side are the remainder. The minority, and their objections, remind us of the twelfth juror who pronounced the eleven stubborn.

The contention of the minority is that the majority's several non-intercourse clauses leave loop-holes for dealing with non-board companies. It would be a simple matter, and far better for all concerned, to try one of these clauses and see. It is not like a law of the Medes and Persians, unchangeable. The majority, we are sure, will not hesitate to repeal the clause if it fosters non-board intercourse. The majority is as anxious as the minority for protection from non-board competition, and quite as keen-eyed in the discovery of loop-holes.

A careful reading of the several non-intercourse clauses favored by the majority does not disclose any solid ground for serious objections, not at least for objections to a trial. On the other hand, the clause which the minority insists upon is open to criticism, as being impracticable and in some measure contradictory in its provisions, in so far as it differs from the clauses which the majority is willing to accept.

Concessions have been made again and again, and absolute non-intercourse has been repeatedly demonstrated, by the minority finally, a failure. A near approach to it, consistent with honor and the protection of one's company's interests, alone is possible; and it seems to us that any of the non-intercourse clauses favored by the majority amply meets the necessities of the case. The minority, seemingly, asks too much, in asking for any further concessions. Its sincerity may be suspected; its professions of a desire to reorganize may be doubted.

If the home offices understood the situation thoroughly, it seems certain that

they would order a trial of some of the non-intercourse clauses favored by a majority. Restricted intercourse with non-boarders while organized is surely better than unrestricted intercourse while disorganized, even if those restrictions are not wholly satisfactory to a small minority.

The situation here is a reproach to fire underwriting. The companies are losing money in California, and are creating, if indeed they have not already created, permanent conditions of low rates. The business is most injuriously affected, and it is to be feared that these conditions will extend still farther. The underwriters of San Francisco are seriously threatened with loss of territory, and the stubborn minority is as likely to lose territory as any of the managers of the majority. Clerks are being thrown out of employment in increasing numbers, and the unfavorable conditions of fire underwriting affect other branches of business as well.

The Eastern insurance press, commenting on the situation here, is hardly fair, for it condemns all San Francisco underwriters indiscriminately. The majority is not to blame, and it would only be fair to arraign the minority for the stubbornness which is preventing reorganization. Eastern underwriters, confronted with the same conditions, would be equally helpless, and could no more force the minority to yield to the majority than Pacific Coast underwriters can.

A Sample Fire Mutual.

The Commonwealth Mutual Fire Insurance Company (says the Massachusetts insurance report) furnishes a conspicuous instance. Starting in business in December, 1893, it found itself at the close of one year with a balance against it of \$74,098, and in May, 1895, it was in the hands of a receiver. Attempts to collect assessments with which to settle demands for losses met with resistance, and hearings, prolonged and arduous, before an auditor, whose final report to the court that an

assessment of \$250,000 be levied, was ratified by the judicial tribunal. Some of the projectors of these new mutuals have considered their name and reputation as of more consequence than sudden riches and have continued business conservatively, or closed up in an honorable manner while in a solvent condition. It is to be hoped that the lessons learned by bitter experience will not have been without some good results for the future.

Insure Against Defalcations.

The *Monthly Bulletin* issued by the Fidelity and Casualty company gives the following list and amount of defalcations for the month of June:

Governmental	8 17,729.87
Municipal	31,014.90
Express Companies	1,580.00
Railway Companies	620.00
Fraternal Orders	283.00
Building and Loan Ass'n	2,000.00
Insurance Companies	9,991.85
Miscellaneous	381,500.96
Total	\$444,720.58

The following companies insure against losses by defalcations:

Fidelity and Casualty, New York.
 Pacific Surety, San Francisco.
 Employers Liability, London.
 American Surety, New York.
 Fidelity and Deposit Co., Baltimore.
 National Surety, Kansas City.
 Union Casualty, St. Louis.

To Prevent Incendiarism.

Mr. Kneutson, of Des Moines, makes the following suggestions looking to the prevention of incendiarism:

"That incendiarism is the largest factor in the fire loss problem goes without saying among those who are most familiar with the subject, and probably one of the best methods for suppressing incendiary fires is through a state law authorizing the investigation of every fire and by efforts made to convict and secure legal punishment of incendiaries by one in authority who has no local or neighborly

affiliations. Such a law, called state fire marshal law, is being vigorously and effectively enforced in Massachusetts, and it would be well if every state in the Union would adopt a similar course.

"Another method which is now being seriously considered by property owners is to secure the aid of insurance companies now in the field, or of companies hereafter organized, in adopting a policy condition, under a reduced rate of premium, providing that the amount paid for any loss or damage shall be applied by the assured toward rebuilding, repairing or replacing the property in the same location, and to be used for the same purposes as the property destroyed or damaged. It will be readily seen that the fire bug, who always takes his unproductive, worthless, or semi-worthless property to a cash market, would not want a rebuilding clause in his policy, and in the degree that fraud fires are diminished, the current rates for insurance under this system can be correspondingly reduced.

—It must be admitted that business generally will be at a standstill until after the election. A tight money market, resulting from this silver issue, will arrest all business. But the two political parties, the silverites and the goldites, will doubtless put a good deal of money in circulation among the workers. The silver-mine owners of the United States and the rest of the world, who produce 15,000,000 ounces of silver a month, can well afford to spend millions of dollars to secure free coinage, in the belief that for a few months at least the price will increase enough, or that the decline will be stayed long enough, to enable them to make a handsome profit over the corruption fund. The other side, too, contending for the honest dollar and all the conditions of prosperity, though not so well organized as the silver miners, will doubtless disburse large sums among the workers. So there will be some compensation for the losses caused by this lamentable proposition to substitute the silver standard for the gold standard.

The Modern Woodmen.

The head consul of the Modern Woodmen, W. H. Northcott, in his report to the head camp of that large assessment organization says:

We now approach the question of greatest importance to the head camp, and of vital interest to the welfare of our beloved order. If the Modern Woodmen of America is to endure and be handed down to our children and children's children, this head camp must wisely lay deeper its foundations. We can but look with sadness upon the magnificent fraternal societies which have in the past shown the same prosperity which we today show, and which are now rapidly declining and will soon be things of the past, to learn a valuable lesson from their experience. In 1894 several of these societies had an actual decrease in membership, and the suspensions were large and confined mostly to its younger and more valuable membership. Statistics show that all fraternal benefit societies with our present plan increase in cost with each added year of age.

New York Life Insurance Company.

ADJUSTABLE ACCUMULATION POLICY WITH GUARANTEED CASH VALUES (ORDINARY LIFE).

AMOUNT, \$10,000. PREMIUM, \$281.10.
AGE 35.

The New York Life Insurance Company, by this policy of insurance, agrees to pay ten thousand dollars to the insured's executors, administrators or assigns at the home office of the company, in the city of New York, immediately upon receipt and approval of proofs of death, occurring on or after the second day of July, in the year nineteen hundred and eleven, of John Doe, of New York, in the county of New York, state of New York, (herein called the insured). In the event of death occurring prior to the second day of July, nineteen hundred and eleven, the amount payable shall be specified in the table on the third page hereof.

And the company further agrees that this policy shall be incontestable after it has been in force one full year, if the premiums have been duly paid.

This contract is made in consideration of the written application of the insured, which is a part of this contract, and in further consideration of the sum of two hundred and eighty-one dollars and ten cents, to be paid in advance, and of the payment of a like sum on the first day of July in every year thereafter during the continuance of this policy.

The special advantages, benefits and provisions printed or written by the company on the following pages are conditions precedent and are a part of this contract as fully as if they were recited at length, over the signatures hereto affixed.

SPECIAL ADVANTAGES.

Table of loans and of surrender values available in cash, or paid-up insurance, or extended insurance, under the conditions specified on the next page.

AT END OF	LOANS.	CASH.	PAID-UP INSUR- ANCE.	Extended Insurance—	for the term of		Years	Months
					of \$6,115.10	of \$6,115.10		
3d Year	9,200	16,200	9,200	1,000	1,000	1	1	1
4th	6,000	2,500	7,100	1,000	1,000	1	1	1
5th	1,000	6,500	5,500	1,400	1,400	1	1	1
6th	1,000	6,000	5,000	1,400	1,400	1	1	1
7th	8,000	7,800	14,300	1,500	1,500	1	1	1
8th	9,000	9,400	15,500	1,500	1,500	1	1	1
9th	1,150	1,400	1,500	1,500	1,500	1	1	1
10th	1,400	1,500	1,600	1,500	1,500	1	1	1
11th	1,400	1,500	1,600	1,500	1,500	1	1	1
12th	1,400	1,500	1,600	1,500	1,500	1	1	1
13th	1,400	1,500	1,600	1,500	1,500	1	1	1
14th	1,400	1,500	1,600	1,500	1,500	1	1	1
15th	1,400	1,500	1,600	1,500	1,500	1	1	1
16th	1,400	1,500	1,600	1,500	1,500	1	1	1
17th	1,400	1,500	1,600	1,500	1,500	1	1	1
18th	1,400	1,500	1,600	1,500	1,500	1	1	1
19th	1,400	1,500	1,600	1,500	1,500	1	1	1
20th	1,400	1,500	1,600	1,500	1,500	1	1	1

For special advantage at end of accumulation period, see *eight*
year including benefits below.

For special advantages, see eighth page of accumulation period, see eighth page of accumulation benefits table.

ACCUMULATION GUARANTEES.—This policy participates in surplus as hereinafter provided, but no dividend shall be apportioned to it before the end of the accumulation period. If the insured elects to continue this policy beyond the accumulation period, under one of the three accumulation benefits first named below, no further dividend shall be apportioned to it before the end of each period of five years thereafter.

The accumulation period of this policy ends on the first day of July in the year nineteen hundred and sixteen, if the insured is living, and if the premiums have been duly paid to that date, and not otherwise, the company will then apportion a dividend to the insured, who shall have the option of continuing, or discontinuing, this policy under one of the following

EIGHT ACCUMULATION BENEFITS:

- (1). Receive the dividend, in cash, and continue this policy at the same premium rate; or,
- (2). Receive the dividend, converted into an annual income for life, and continue this policy at the same premium rate; or,
- (3). Receive the dividend, converted into additional paid-up insurance, subject to evidence of good health satisfactory to the company, and continue this policy at the same premium rate; or,
- (4). Receive the dividend, in cash, and receive paid-up insurance of thirty-nine hundred and seventy dollars, and discontinue this policy (evidence of good health will not be required); or,
- (5). Receive the dividend, in cash, and receive paid-up insurance of thirty-two hundred and eighty dollars, and receive an annual income for life of ninety-eight and 40-100 dollars, and discontinue this policy (evidence of good health will not be required); or,
- (6). Receive the entire cash value, as stated below, in cash, and discontinue this policy; or,
- (7). Receive the entire cash value, as stated below, converted into an annual income for life, and discontinue this policy; or,
- (8). Receive the entire cash value, as stated below, converted into paid-up insurance, and discontinue this policy (evidence of good health will not be required.)

The company guarantees that the entire cash value of this policy at the end of the accumulation period shall be thirty-two hundred and eighty dollars, and in addition the cash dividend then apportioned by the company.

At the end of the accumulation period the company will send the insured a written statement, setting forth the results under each of the above accumulation benefits, and if the insured shall fail at that time to notify the company which benefit has been selected, the company will convert the dividend then apportioned to this policy into an annual income for life, as provided in the second benefit.

BENEFITS AND PROVISIONS.

TABLE OF AMOUNTS PAYABLE IN EVENT OF DEATH.		If Premiums are Paid in Full to Date of Death.	
		IF DEATH SHALL OCCUR DURING THE POLICY YEAR	
Ending July 1st,	1897, the amount payable shall be		
1898.	\$5,880.92
1899.	6,162.00
1900.	6,413.10
1901.	6,724.20
1902.	7,005.30
1903.	7,286.40
1904.	7,567.50
1905.	7,848.60
1906.	8,129.70
1907.	8,410.80
1908.	8,691.90
1909.	8,973.00
1910.	9,254.10
1911.	9,535.20
	9,816.30

If death shall occur on or subsequent to the second day of July, nineteen hundred and eleven, the amount payable shall be ten thousand dollars.

2. LOANS.—With interest at the rate of five per cent. per annum.

The company will make advances to the insured as loans on this policy within the month of grace allowed in payment of premiums on application to the home office, at the third or any subsequent anniversary of the insurance, within the accumulation period under the terms of the company's loan agreement then in use, and the following conditions:

First:—That premiums have been paid in full to the time when the loan is made, includ-

ing the premium for the entire insurance year then beginning.

Second:—That the amount loaned at any time shall be such as the insured may desire, not to exceed the sums shown in the table on the preceding page. The amount of any loan shall include any previous loan then unpaid.

Third:—That this policy shall be duly assigned to the company as collateral security for the loan, and deposited at the home office. A duplicate of the loan agreement, which is also a receipt for the policy, will be furnished to the insured.

Fourth:—That interest at the rate of 5 per cent. per annum shall be paid on all loans at the next anniversary of the insurance, and annually thereafter until the loans are paid off.

Fifth:—That the loan shall be for such a time as the insured may desire, not longer, however, than to the end of the accumulation period.

3. CASH SURRENDER VALUES. — NON-FORFEITURE.—This policy cannot be forfeited after it shall have been in force three full years, as hereinafter provided:

First:—If any subsequent premium is not duly paid, this policy may be surrendered by the insured for the cash surrender value, or endorsed for the amount of paid-up insurance, payable at the death of the insured, specified in the table on the preceding page, less the value of any indebtedness on this policy, provided demand is made therefor with the surrender of this policy within six months after such non-payment; or

Second:—If any subsequent premium is not duly paid, and if this policy is not surrendered as provided in the preceding clause, the insurance under this policy will, after the repayment of any indebtedness, be extended, without request or demand therefor, for the amount and during the term provided in the table on the preceding page, payable only if the insured dies within said term. At the end of this term, if the insured is then living, this policy shall cease and determine.

Third:—The cash surrender value and the insurance provided for in the two preceding clauses shall be based upon completed insurance years only, and be subject to the conditions of this policy, but the insurance shall be without further payment of premiums and without loans or participation in surplus.

Fourth:—If this policy shall be continued in force beyond the accumulation period under one of the three benefits first named on the preceding page, the insured shall be entitled,

if any subsequent premium is not duly paid, to a cash surrender value or paid-up or extended insurance under the conditions of the three preceding paragraphs and on the basis employed in the construction of the table on the preceding page.

4. GRACE IN PAYMENT OF PREMIUMS. — A grace of one month will be allowed in payment of premiums after this policy shall have been in force three months, subject to an interest charge at the rate of five per cent. per annum for the number of days during which the premium remains due and unpaid. During the month of grace this policy remains in force, and the unpaid premium, with interest as above, remains an indebtedness to the company, which will be deducted from the amount payable under this policy if the death of the insured shall occur during the month.

5. REINSTATEMENT IN EVENT OF LAPSE.—This policy will be reinstated on written application therefor within six months after non-payment of any premium, subject to evidence of good health satisfactory to the company, and payment of premiums to date of reinstatement, with interest at the rate of five per cent. per annum.

6. GENERAL REGULATIONS.—No agent has power in behalf of the company to make or modify this or any contract of insurance, to extend the time for paying any premium, to waive any forfeiture, or to bind the company by making any promise, or making or receiving any representation or information. These powers can be exercised only by the president, vice-president, second vice-president, actuary or secretary of the company, and will not be delegated.

All premiums are due and payable at the home office, unless otherwise agreed in writing, but may be paid to agents producing receipts signed by the president, vice-president, second vice-president, actuary or secretary, and countersigned by such agents. If any premium is not paid on or before the day when due, this policy shall become void, and all payments previously made shall remain the property of the company, except as hereinbefore provided.

In the calculation of all dividends to be apportioned to this policy, account shall be taken of the mortality experienced in the class of adjustable accumulation policies with guaranteed cash values.

Proofs of death must be furnished to the company at the home office within one year after the death of the insured, which proofs shall comprise satisfactory statements estab-

lishing the claim. Such statements must comply fully with the company's forms in use at the time of the death of the insured. If it is found that the age of the insured was incorrectly stated in the application on which this policy was issued, the amount payable under this policy shall be such proportion of the amount of the policy as the premium paid bears to the required premium at the true age.

Any indebtedness to the company, including any balance of the current year's premium remaining unpaid, will be deducted in any settlement of this policy or of any benefit thereunder.

Any assignment of this policy must be made in duplicate, and both sent to the home office, one duplicate to be retained by the company and the other to be returned. The company has no responsibility for the validity of any assignment.

July Fires.

Washington.

9. Seattle, general fire:	
North German	\$1,227
Transatlantic	870
Ins. Co. of North America	868
Royal Exchange	2,800
Connecticut	1,293
Phoenix, London	1,803
London & Northern	1,225
American, N. J.	625
Manchester	1,500
Caledonian	1,625
Palatine	1,185
Total	\$ 15,021
3. Sedro, lumber mill and various:	
Imperial	\$1,000
Lion	1,000
Sun, London	1,000
Hartford	1,130
American, Pa.	1,000
11. Spokane, fr bldg:	
London & Northern	\$500
27. Seattle, furniture:	
American Central	\$600
30. Seattle, fr shingle mill:	
Lion	\$1,000
24. Walla Walla, growing grain:	
Western	\$500
31. Worley, building:	
American Central	\$700
6. Pierce co., agricultural implements:	
Hanover	\$600
57. Pierce co., fr barn:	
Phoenix, Brooklyn	\$600
2. Pomeroy, fr dwg:	
Lancashire	\$1,205
6. Tacoma, dwg:	
Hamburg-Bremen	\$625
19. Whatcom co., shingle mill:	
Etna	\$544
22. Near Buckley, fr dwg:	
Union, London	\$900
9. Palouse, fr dwg:	
London & Lancashire	\$500
25. Pullman, hhd furni:	
London & Lancashire	\$500
. . . Walla Walla, fr bldg:	
Westchester	\$607
3. Bremerton, fr bldg:	
Palatine	\$1,500
3. Snohomish co., dwg and contents:	
Atlas	\$647
22. Snohomish co., barn and contents:	
Phoenix, Brooklyn	\$650
1. Kittitas co., dwg:	
Home Mutual	\$666
29. Montecano, fr dwg and contents:	
Imperial	\$2,000
7. Lake city, dwg and contents:	
Pennsylvania	\$1,000
8. Mount Vernon, stock of shingles:	
Springfield	\$362
National	365
17. Mount Vernon, dwg and contents:	
Atlas	\$586
30. Clallam bay, saw mill:	
Magdeburg	\$1,500
Pennsylvania	2,500
Royal	1,500
Etna	2,500
Manchester	1,000
. . . Seattle, fr dwg:	
Phoenix, Hartford	\$600
13. Centralia, fr dwg and contents:	
Phoenix, Hartford	\$500
Losses under \$500	\$8,243
Total Washington	\$54,401

Oregon.

10. Near Huntington, plaster mill:	
Phoenix, London	\$4,608
Palatine	2,000
Providence-Wash.	1,366
1. Albany, farm dwg, etc:	
Sun, London	\$1,025

30. (June) Salem, farm dwg, etc:	
Sun, London	\$890
23. Willamette river, steamer:	
Sun, London	\$1,500
Lion	1,500
Imperial	500
Burns, fr dwg:	
Fireman's Fund	\$1,000
North Yamhill, saloon and contents:	
Fireman's Fund	\$1,100
19. La Grande, br bldg and general mdse:	
National, Hartford	\$1,000
London & Lancashire	1,500
Norwich Union	1,000
Liverpool & London & Globe	1,000
23. (June) Baker, saw mill:	
Union, London	\$550
29. (June) La Grande, hearse:	
Commercial Union	\$600
20. Portland, fr dwg:	
Connecticut	\$1,000
20. Portland, br bldg and clothing stock:	
Commercial Union	\$5,000
Aachen & Munich	2,500
Palatine	2,000
Phoenix, London	7,500
Home, N. Y.	7,650
Total	\$24,650
6. Pendleton, fr dwg and contents:	
Western	\$600
Losses under \$500	\$4,227
Total Oregon	\$52,022

*

Idaho.

1. Near Kendrick, dwg and contents:	
Phoenix, London	\$672
9. Wallace, fr dwg and groceries:	
Liverpool & London & Globe	\$ 459
Imperial	1,000
National, Hartford	900
9. Wallace, stock of groceries:	
Phenix, Brooklyn	\$1,000
18. American Falls, fr dwg:	
Springfield	\$1,000
Losses under \$500	\$105
Total Idaho	\$4,136

*

Montana.

1. (June) Near Butte, fr bldg:	
Hanover	\$500
1. Near Butte, hall:	
Royal	\$500

27. Grand Coler, drug stock:	
Springfield	\$500
18. Lewiston, bldgs:	
Home Mutual	\$750
Union, Phila.	250
Hamburg-Bremen	600
17. Niles city, dwg:	
Alliance	\$500
Losses under \$500	\$3,480
Total Montana	\$7,080

Colorado.

11. Denver, electric light bldg & machinery:	
Palatine	\$3,897
Royal Exchange	950
Transatlantic	1,800
North German	2,857
Union, London	3,700
Home Mutual	1,000
National, Hartford	1,650
Atlas	3,897
Fireman's Fund	1,100
Scottish Union	1,820
Svea	1,500
Total	\$24,171
22. Denver, br bldg, machinery and stock:	
Imperial	\$1,500
North British	937
Elbert county, dwg:	
Scottish Union	\$1,000
Chaffee co., concentrator:	
Fireman's Fund	\$2,100
10. St. Elmo, concentrator:	
National, Hartford	\$800
22. Denver, br bldg:	
Lion	\$750
3. Durango, fr hotel:	
Alliance	\$950
Losses under \$500	\$3,827
Total Colorado	\$36,035

*

Texas.

16. (June) Mexia, fr dwg and furni:	
Fireman's Fund	\$650
5. El Paso, bldg and mdse:	
Fireman's Fund	\$3,100
Lion	2,500
18. Marshall, dwg and stable:	
Fireman's Fund	\$552
20. Cleburne, fr bldg:	
Fireman's Fund	\$1,000
20. Paris, mdse:	
Fireman's Fund	\$2,000

Losses under \$500	\$1,489
Total Texas	\$11,291

*

New Mexico.

21. Albuquerque, paint shop:	
Royal	\$500
Losses under \$500	\$380
Total New Mexico	\$880

*

Arizona.

2. Williams, lumber:	
Hartford	\$2,500
Queen	2,500
Pennsylvania	2,500
Royal	5,000
London & Lancashire	2,500
Ætna	5,000
Manchester	2,500
Caledonian	2,000
American, N. J.	1,500
American, Pa.	2,500
Svea	2,500
Total	\$31,000
18. Winslow, bldg, etc:	
Phoenix, Hartford	\$6,287
Hartford	700
Losses under \$500	\$2,136
Total Arizona	\$40,123

*

Wyoming.

10. Sheridan, bldg and mdse:	
National, Hartford	\$1,325
Losses under \$500	\$200
Total Wyoming	\$1,525

*

British Columbia.

22. Nanaimo, fr dwg:	
Scottish Union	\$ 500
Losses under \$500	\$2,415
Total British Columbia	\$2,915

*

Utah.

26. Fair Viero, billiard hall:	
Phoenix, Hartford	\$510
23. Brigham, quartz mill:	
Phoenix, London	\$1,350
. . Bingham, quartz mill:	
Caledonian	\$2,500
Manchester	3,200
24. Bingham, lead mine bldgs:	
Sun, London	\$1,117
Lion	1,117
Imperial	745

13. Salt Lake city, fr mercantile bldg:	
German-American	\$815
. . Salt Lake, fr bldg and mdse:	
Hartford	\$1,193
5. Ogden, fr dwg:	
Connecticut	\$1,200
Losses under \$500	\$1,861
Total Utah	\$15,608

*

Nevada.

Losses under \$500	\$719
Total outside territory	\$225,855

California.

30. Calistoga, general mdse:	
Phoenix, Hartford	\$1,500
21. Butte co., grain in field:	
Pennsylvania	\$540
22. (June) Butte co., fr dwg:	
New Zealand	\$1,958
15. Chico, fr dwg and contents:	
London & Lancashire	\$650
21. (June) Berkeley, fr hotel:	
Commercial Union	\$1,950
18. Contra Costa co., growing grain:	
Liverpool & London & Globe: . . .	\$1,277
25. Balsa, mdse:	
Fireman's Fund	\$800
15. Berkeley, fr dwg:	
Fireman's Fund	\$664
6. Chinese Camp, fr dwg and contents:	
Fireman's Fund	\$1,066
. . Anderson, hotel:	
Manchester	\$750
11. Anderson, dwg and contents:	
North German	\$1,200
25. Coulterville, households goods:	
Lion	\$800
. . Kings co., dwg and contents:	
Fireman's Fund	\$500
12. Jackson, br bldg:	
American, N. Y.	\$550
29. Grizzly Flat, dwg and store:	
National, Hartford	\$1,000
Ætna	2,500
Springfield	800
3. Fresno, fr dwg:	
America, Pa.	\$770
. . Fresno co., saw mill:	
Queen	\$1,000
27. Fresno co., dwg:	
Phenix, Brooklyn	\$983

30. Grass Valley, general fire:	
Liverpool & London & Globe	\$ 800
Phoenix, Hartford	3,287
Home, N. Y.	2,895
Westchester	500
Williamsburg city	1,400
Home Mutual	4,500
Manchester	3,050
Atlas	1,000
Caledonian	2,750
Royal	2,900
American, N. J.	1,400
National, Hartford	900
Ins. Co. North America	625
Northwestern National	1,750
Phoenix, London	500
Providence-Wash.	500
Franklin	750
Fireman's Fund	500
Total	\$ 30,007
13. Fresno, dwg contents:	
Atlas	\$1,200
4. Fresno, dwg:	
Home Mutual	\$535
15. Fresno, dwg:	
Palatine	\$900
30. Fresno, dwg contents:	
Phoenix, Hartford	\$602
14. Oakland, dwg and furni:	
Caledonian	\$1,323
Fireman's Fund	2,580
13. Madison, fr dwg and contents:	
Fireman's Fund	\$800
22. Orange co., barn and hay:	
Ins. Co. North America	\$506
19. Lincoln, hotel:	
Phoenix, London	\$2,000
4. Knights Ferry, dwg and contents:	
Home Mutual	\$2,855
5. Near Orland, fr dwg and contents:	
Liverpool & London & Globe	\$1,353
23. Marysville, fr dwg and contents:	
Liverpool & London & Globe	\$ 864
Queen	1,350
7. Oakland, fr dwg:	
Commercial Union	\$600
29. (June) Nevada co., ice house:	
Pennsylvania	\$1,500
2. East Oakland, dwg:	
Atlas	\$1,000
1. Los Angeles, fr dwg and contents:	
Milwaukee Mechanics	\$ 798
Imperial	1,500
31. Merced, fr dwg:	
London & Lancashire	\$500
6. Los Angeles, grocery:	
Springfield	\$837
2. Los Angeles, dwg and contents:	
Etna	\$ 500
Imperial	1,000
5. Los Angeles, dwg contents:	
Norwich Union	\$600
6. Los Angeles, stock and furni:	
Lancashire	\$1,000
21. (June) Los Angeles, hhd furni:	
New Zealand	\$850
3. Los Angeles, millinery:	
Ins. Co. North America	\$ 708
New Zealand	\$1,080
Fire Association	709
15. Los Angeles, fr dwg:	
Prussian National	\$903
. . Los Angeles, barn and contents:	
London & Lancashire	\$800
22. Los Angeles co., fr dwg:	
Phoenix, Brooklyn	\$1,000
1. Placer co., farm dwg and contents:	
New Zealand	\$660
5. Porterville, groceries:	
Home Mutual	\$500
31. Near Petaluma, chicken ranch property:	
Home Mutual	\$1,500
31. Redding, hotel furni:	
Phoenix, Hartford	\$490
2. Redding, dwg and contents:	
Etna	\$1,103
20. Pescadero, dwg, etc:	
Pennsylvania	\$1,500
23. Red Bluff, dwg, etc:	
Commercial Union	\$911
12. Red Bluff, fr barn:	
Liverpool & London & Globe	\$3,500
7. Ross Valley, dwg and contents:	
Etna	\$2,214
Hartford	1,847
28. Solano co., dwg and barn:	
Fireman's Fund	\$1,500
. . Sanger, dwg, barn and contents:	
Manchester	\$4,245
8. Santa Clara co., fr dwg and contents:	
Liverpool & London & Globe	\$661
4. San Joaquin co., fr barn:	
German-American	\$500
2. Sacramento, brk store bldg:	
Transatlantic	\$600
Fire Association	936

1. Sacramento co., farm dwg:	
Phenix, Brooklyn	\$1,700
30. Santa Cruz, brk store bldg:	
Phenix, Hartford	\$550
. . San Jose, fr dwg:	
Home, N. Y.	\$2,088
5. San Jose, dwg and contents:	
Magdeburg	\$565
. . (June) Santa Cruz:	
Franklin	\$750
. . San Joaquin co., steam dredger:	
Transatlantic	\$2,500
National, Hartford	1,500
Springfield	1,000
15. San Francisco Bay, dredger:	
London & Lancashire	\$2,000
12. San Jose, fr barn:	
North British	\$585
29. Santa Monica, dwg:	
Queen	\$600
14. Santa Cruz, fr dwg:	
Connecticut	\$1,600
12. Shasta co., lumber:	
Svea	\$1,500
American, Pa.	2,000
12. Shasta co., stock of lumber:	
Phenix, Brooklyn	\$1,500
30. Sausalito, fr dwg:	
Phenix, Brooklyn	\$720
. . County, grain in field:	\$142
. . Sacramento co., barn and contents:	
Home Mutual	\$2,100
11. Stockton, dwg:	
Ins. Co. North America	\$750
12. San Rafael, general fire:	
Fireman's Fund	\$1,200
London & Lancashire	1,000
Connecticut	1,735
Union, London	2,200
Alliance	2,280
Transatlantic	750
Franklin	1,500
Williamsburg City	1,500
Westchester	833
Home, N. Y.	1,577
Phenix, London	594
Northwestern National	1,500
Western	1,000
Total	\$17,669
4. Willows, livery stable:	
Home Mutual	\$ 880
Union, London	750
Liverpool & London & Globe	1,234

8. San Luis Obispo, general fire:	
Sun, London	\$1,000
German-American	1,000
North British	1,750
National, Hartford	1,500
London & Lancashire	1,600
Milwaukee Mechanics	618
Norwich Union	837
Total	\$8,305
1. Tulare co., fr dwg and contents:	
Fireman's Fund	\$2,119
30. (June) Yuba co., dwg and contents:	
London & Lancashire	\$755
. . Yuba co., fr dwg and contents:	
London & Lancashire	\$2,000
4. Vallejo, fr dwg:	
American, Pa.	\$500
11. Vallejo, fr dwg:	
Commercial Union	\$800
10. San Pedro, fr dwg:	
American, Pa.	\$1,000
6. Willows, dwg:	
National, Hartford	\$650
11. Stanislaus co., grain in field:	
North British	\$795
Greenwich	576
11. Stanislaus co., fr dwg and barn:	
North British	\$650
18. Siskiyou co., bldg, dwg and contents:	
Phenix, Brooklyn	\$800
23. Lassen co., barn and contents:	
Phenix, Brooklyn	\$750
Losses under \$500	\$65,055
Total California, S. F. Ex.	\$238,854

San Francisco.

4. Merchandise:	
Hamburg-Bremen	\$1,000
4. Fancy goods:	
Home, N. Y.	\$500
4. Dwellings:	
Union, London	\$1,400
4. Dwelling and contents:	
Fireman's Fund	\$600
1. Liquors and br warehouse:	
London & Lancashire	\$500
Sun, London	519
Commercial Union	500
Liverpool & London & Globe	519
8. Cabinet factory and furniture:	
Home, N. Y.	\$ 525
American, Pa.	620
Union, London	1,000

10. (May) Machinery:	
Prussian, National	\$814
11. Brick building and farm stock:	
New Zealand	\$ 601
Pennsylvania	1,000
Aachen & Munich	1,500
Fireman's Fund	1,000
Aetna	2,558
Springfield	944
Hanover	1,052
Commercial Union	2,000
Union, London	551
American, Pa.	3,000
Svea	2,000
Ins. Co. North America	2,000
Norwich Union	947
Transatlantic	1,116
Western	1,141
Home, N. Y.	1,000
Total	\$22,412
13. Frame store and Chinese merchandise:	
Phoenix, London	\$2,025
Svea	1,886
Union, London	1,500
Hanover	916
Prussian National	916
Helvetia	1,919
Royal	1,940
Manchester	937
Providence-Wash.	1,500
13. Brick building:	
Fireman's Fund	\$1,310
London & Northern	1,200
Liverpool & London & Globe	1,881
13. Stock of leather:	
Fire Association	\$800
26. Millinery stock:	
American, N. J.	\$ 850
Manchester	950
Caledonian	1,850
28. Saloon:	
London & Lancashire	\$500
15. Frame lodging house:	
Commercial Union	\$525
Alliance	525
27. Brick store:	
Royal Exchange	\$500
26. Stores and office:	
Alliance	\$825
29. Stock of coffee and spices:	
Sun, London	\$1,000
Transatlantic	1,750
Home Mutual	1,875
Fireman's Fund	800
Queen	1,110

27. Clothing store:	
Hamburg-Bremen	\$1,810
British America	901
21. Dwg and contents:	
Magdeburg	\$1,071
21. Dwelling:	
North German	\$909
29. (June) Dwelling:	
Fireman's Fund	\$1,073
11. Stock of furniture:	
Phoenix, Brooklyn	\$750
Losses under \$500	\$16,266
Total San Francisco	\$54,729
Total California	\$293,583
Total Pacific Coast	\$545,518

Losses by Companies.

Aachen & Munich	\$ 6,913
Aetna	25,081
Alliance	6,430
American, N. J.	5,429
American, N. Y.	550
American, Pa.	4,093
American Central	2,792
Atlas	19,054
British America	2,044
Caledonian	15,237
Commercial Union	15,927
Connecticut	7,409
Fireman's Fund	38,139
Fire Association	3,227
Franklin	750
German-American	5,265
Greenwich	576
Hamburg-Bremen	4,718
Hanover	3,674
Hartford	12,161
Helvetia	2,073
Home, N. Y.	18,435
Home Mutual	19,406
Imperial	9,774
Insurance Company of North America	9,536
Lancashire	5,997
Lion	10,405
Liverpool & London & Globe	17,130
London & Lancashire	14,655
London & Northern	6,600
Magdeburg	4,075
Manchester	22,461
Milwaukee Mechanics	2,304
National, Hartford	13,448
New Zealand	6,949
New York Underwriters	182
North German	8,396
North British & Mercantile	4,717
Norwich Union	4,305

Northwestern National	3,666
Orient	1,236
Palatine	14,727
Pennsylvania June & July	14,073
Phoenix, Brooklyn	14,107
Phoenix, London	22,195
Phoenix, Hartford	19,024
Providence-Washington	4,910
Prussian National	3,269
Queen	8,381
Royal Exchange	7,184
Royal	15,217
Scottish Union & National	5,069
Springfield	8,227
St. Paul	1,423
Sun, London	9,842
Svea	3,618
Transatlantic	11,070
Union, Phila.	250
Union, London	13,295
Westchester	3,586
Western	5,890
Total	\$557,615
Total to date	\$2408,603
Total to date last year	\$2,664,581

Coast Monthly Fire Insurance Losses.

CALIFORNIA.

Month	1896	1895	1894
January	\$ 9,549	\$ 193,457	\$ 152,589
February	153,416	149,547	323,838
March	161,448	113,812	176,778
First quarter	\$ 417,413	\$ 357,786	\$ 6,6256
April	158,268	345,855	282,046
May	239,089	110,495	167,431
June	2,6499	530,976	153,715
Second quarter	\$ 623,787	\$ 987,236	\$ 6,1192
First six months	1,041,600	1,345,022	1,269,348
July	293,583	372,833	324,612
August		230,502	304,955
September		230,821	343,288
Third quarter	\$	\$ 834,156	\$ 876,982

ENTIRE COAST.

Month	1896	1895	1894
January	\$218,220	\$ 245,720	\$ 46,624
February	258,493	293,676	491,475
March	337,554	248,027	384,368
First quarter	\$ 814,267	\$ 835,323	\$ 1,278,807
April	351,936	477,235	459,131
May	307,021	218,059	327,783
June	377,854	613,805	302,175
Second quarter	\$ 1,036,811	\$ 1,309,099	\$ 1,088,089
First six months	1,850,988	2,144,422	2,367,896

July	557,615	520,159	430,263
August		508,829	542,650
September		379,926	781,393
Third quarter	\$	\$ 1,408,914	\$ 1,753,682

New Policy of the New York Life Insurance Company.

Elsewhere we print the new policy issued by the New York Life Insurance Company. It is called the adjustable accumulation policy with guaranteed cash values (ordinary life.) There are tables of loans and surrender values and amounts payable in event of death, ranging from a little over half the face of the policy in the first year, up to the face after fifteen years. There are 30 days' grace in the payment of premiums, reinstatement in event of lapse, non-forfeiture after three years, and incontestability after one year. Interest rate on loans, 5 per cent. There are eight accumulation benefits.

The Thuringia Enters California.

The Thuringia Insurance Company, of Germany, has been admitted to California, and Manager Voss has appointed O. N. Hall as general agent for the state. The offices of the company are at 208 Sansome street. Mr. Hall is a well known special agent, who has been engaged in the business in this field for many years. During the past two years he has been in the employ of the Aachen & Munich. He is a capable man and a hard worker.

Manager Voss left for the East a day or two ago, via the Northwest. He will have the Thuringia admitted to Oregon, Washington, Idaho, Montana and Utah. On his arrival in Chicago he will begin at once the work of managing the United States department of both the Thuringia and the Frankfort Marine, Accident & Plate Glass, both companies having complied with the insurance laws of Illinois. Mr. Voss has taken an office in the Association building, 155 La Salle street, where he will be glad to welcome any Pacific Coast underwriter who may visit the Windy City.

Mr. Conrad, under the firm name of Voss, Conrad & Co., continues to conduct

the affairs of the Aachen & Munich Fire Ins. Co., together with the agencies of the Frankfort Marine, Accident & Plate Glass Ins. Co. and the Bavarian Lloyd Marine Ins. Co.

Stand Up for the Honest Dollar.

For the first time in the twenty-five years of its existence the COAST REVIEW finds it a duty to express a preference for a political platform and its candidate, and to condemn another political platform and its candidate.

To remain silent while the free coinage of silver at the ratio of 16 to 1 is the great issue of this presidential campaign, would be stultifying the honorable record and pretensions of this journal as the champion of sound insurance. Sound money is one of the conditions of sound insurance.

The financial plank of the platform adopted by the national convention which met at Chicago is as follows:

"We demand the *free and unlimited* coinage of both gold and silver at the present legal ratio of 16 to 1, without waiting for the aid or consent of any other nation. We demand that the standard silver dollar shall be a *full legal tender*, equally with gold, for all debts, public and private, and we favor such legislation as will prevent for the future the demonetization of any kind of legal tender money by private contract. We are opposed to the policy and practice of surrendering to the holders of the obligations of the United States the option reserved by law to the government of redeeming such obligations in either silver coin or gold coin."

This plank makes a dollar containing 412½ grains of standard silver, or 371.25 grains of pure silver—worth only 53 cents when not redeemable in gold—a legal tender for all public and private debts. It expressly declares in favor of paying government bonds in this debased currency. The proposed amendment excepting all existing contracts was voted down, and was opposed by the nominee of the Chicago convention. The refusal of the convention to provide that if "a parity" was not maintained within a year the coinage of silver should be suspended,

was an admission that such a parity is not expected. The nominee of the convention also opposed this provision.

No one can be in doubt as to the meaning of this free coinage plank, nor as to the purposes of the convention and the parties which have united to enact a free coinage act at Washington. The declaration that a specified amount of silver now worth 53 cents in gold shall be full legal tender of a debt of 100 cents in gold, is simply repudiation. No matter what that silver may be worth by "booming" it, a year from now, the resolution to pay 100-cent debts with metal now worth only 53 cents is a deliberate attempt to repudiate just obligations. We defy anybody to prove otherwise.

The plank is an assault on the credit and honor of the nation. It is the substitution of silver monometalism, the financial basis of tenth rate and the semi-barbarous nations, for the gold basis of all first-class and all highly civilized nations. It is a conspiracy of silver-mine owners, and of politicians otherwise hopeless of success, to Mexicanize our finances, with the object of giving the politicians jobs and of "booming" temporarily the value of an overproduced metal.

Old party lines have been swept away, by a false issue which if successful will paralyze business of all kinds, except silver-mining and dependent industries, and will make the land red with sheriffs' flags. Money will be hoarded, runs will be made on banks, credit will be refused merchants and manufacturers, debtors will be pressed to the wall, mortgages will be foreclosed in astounding number, factories will be closed, and tens of thousands of workingmen will parade the streets demanding bread or blood. There will be universal bankruptcy if the free coinage movement is successful.

Insurance companies of all kinds, insurance agents and insurance policyholders, are deeply interested in this question. The prosperity of the companies and their agents, and the payment of insurance as contemplated in the contract, depend on the defeat of the free coinage

candidates. It is therefore the duty of the COAST REVIEW, as the advocate of sound insurance, and the champion of widows and orphans, to defend sound money and to denounce the repudiation proposed by the Chicago platform.

The various life insurance societies of the United States—old line, natural premium, assessment and fraternal—pay yearly to the holders of their certificates or policies—largely the widows and orphans of deceased members—*two hundred and fifty millions of dollars*. This is the amount of the life insurance debt to be paid yearly during the four years' presidency of the candidate to be elected in November next.

It is for a majority of the voters of the United States to say whether this yearly life insurance debt of \$250,000,000, payable to the aged and infirm, to men who have been saving for years, to helpless widows and orphans, shall be payable in silver dollars worth now only 53 cents, which may be worth less, and which can never be honest dollars so far as any existing contract is concerned.

The COAST REVIEW urges insurance men of all kinds, as honest, intelligent, influential men, to stand up for the honest dollar, and to help defeat this business demoralizing, panic-making, bankrupting, riot-breeding free-silver scheme of silver producers and politicians. This is a crisis in the affairs of the nation. Manhood suffrage is on trial; national honor and credit and prosperity are at stake; and the support of every good man is needed to throttle this silver heresy which appeals so strongly to the ignorant and the dishonest.

—A local agent writes to the *N. Y. Journal of Commerce* a sensible letter, calling attention to the fact that with silver legal tender and free coinage his commissions would be cut in two as to purchasing power. That is, his income would be immediately reduced one-half. He adds: "As commercial disorder is inseparable from disturbance of the currency, I believe I should fall far short of doubling

my present premium receipts, and therefore am convinced that in case of free coinage my agency would be worth much less to me than it is at present."

American Legion of Honor in Trouble.

DOUBLE ASSESSMENTS FOR AUGUST AND SEPTEMBER.

Supreme Commander John M. Grinnell, of the American Legion of Honor, has issued a circular to the members concerning the August and September assessments. After speaking of the heavy death rate of the past three years, especially of the past twelve months, he says the order must face the following conditions:

"On the first of July there were TWO HUNDRED AND TWENTY-NINE DEATHS, proven or reported, UNPAID and unprovided for, covering the sum of \$630,000. The assessments called, including the July assessment, will leave us UNABLE TO PAY the deaths already recorded, to the extent of two assessments. To meet this deficiency, the assessments of August and September will call for double the usual amount from members."

This is a confession of insolvency. Falling membership increases the death rate, and an increase of the death rate reduces the membership. It is the same old story of insurance on incorrect plans, in violation of the law of average mortality.

The supreme commander makes an earnest appeal to the members to rally to the support of the order and pay the widows and orphans, and pay them in 100-cent dollars, as agreed, he might properly have added.

Grand Commander Filben, of the Grand Council of California, also issues an appeal to the members in this state, in which he says that "while some orders have delayed payments and in some cases have paid only in part," the American Legion of Honor order has always boasted of its prompt payments.

We hope these appeals to sacred obligations will be successful, and that the order will be able to pay the widows and

orphans; but we are doubtful; other orders similarly embarrassed have been obliged to compromise claims, and have failed; and the present times, with possibilities of general repudiation and subsequent bankruptcy because of legal tender debased money, are not favorable to a liberal response to the double assessment levied by the embarrassed American Legion of Honor.

President McCall's Letter on Free Silver.

President John A. McCall of the New York Life Insurance Company, who has always been a Democrat, has addressed the following letter to the company's policyholders:

THE LETTER.

The life insurance companies and associations of this country operating in the state of New York, as it appears from the report of the superintendent of the insurance department issued in 1896, embrace more than ten millions of policyholders, divided as follows:

Industrial	6,674,632
Old Line	1,877,808
Fraternal	1,201,448
Assessment	653,987

Total 10,407,875

If we add to this total the beneficiaries of the insured, *i. e.*, their wives and children (except industrial policyholders), we have at least 25,000,000 people interested in the payment of claims by these companies and associations. During the year 1895 these several organizations paid to policyholders and their beneficiaries \$165,103,610. Similar payments for the past five years exceed \$730,000,000.

It is within reason to assume that the payments to insured people and the widows and orphans of such people for the next five years will equal this last mentioned sum. The total outstanding insurance contracted to be paid is \$9,681,497,447. This sum must be paid at some time or other, for death is certain.

How shall it be paid? In what kind of dollars—dollars in gold worth 100 cents or dollars in silver worth fifty-three cents or

less? The insurance policy itself is an agreement to pay in lawful money, and the main issue involved in the forthcoming election brings home to every policyholder this question: In what commodity shall the payment be made? With silver dollars and gold dollars at a parity, the question answers itself, but with dollars worth only fifty-three cents, what may be the effect on the wife and children for whom the policyholder hoped to provide in the event of his death, or on his business, which he expects to straighten out with the proceeds of his policy? What may be the effect on the competency for his old age which he expected to derive from honest dollars, and which may be payable in doubtful dollars if the free coinage of silver is adopted.

The premiums have been paid in gold or its equivalent, and to compel the policyholder or his family to accept one-half the value he has paid for at the maturity of his claim would be as iniquitous and indefensible as though he had been robbed on the highway.

If the views of the Chicago candidate prevail the companies could not, even if they are willing, provide for the payment of their claims in gold dollars. The platform on which he stands reads, in part, as follows; "We demand that the standard silver dollar shall be a full legal tender, equally with gold, for all debts, public or private, and we favor such legislation as will prevent for the future the demonetization of any kind of legal tender money by private contract."

The record of the debauched currency period of 1870-73, when thirty life insurance companies retired from business, is too recent an object lesson to be forgotten, and its results were too deplorable to permit the custodians of life insurance funds to be indifferent to the great danger that threatens the policyholders and those depending on them.

Surely it is not a political question that confronts us, and even if it is, on the vital point at issue—sound money, which involves the honor of the people and the prosperity of the country—the Chicago

candidate and platform are antagonistic, and we may well subordinate our non-essential convictions to the essential one for patriotic reasons, if no other. Their chosen officers may officially appeal to insured and beneficiary for common and united action against those who would greatly impair, if not destroy, the protection that has been secured by much self-denial. No one responsible for the management of these sacred trusts should fail to denounce the financial heresies of the Chicago platform, or refuse to join in bringing about the defeat of their advocate.

Chips.

—IT IS NOW TWENTY MONTHS SINCE the California rate war broke out.

—C. G. Yates, special agent and adjuster for the Aachen & Munich, Los Angeles, was in the city last week.

—C. W. Gould, of Philadelphia, inspector of agencies of the Penn Mutual Life, is making a tour of this coast.

—J. B. Levison, marine secretary of the Fireman's Fund, was married, in July, to Miss Alice Gerstle, of San Francisco.

—The 100-cent gold dollar is none too good to pay the wages of labor and the beneficiaries of life insurance policies.

—Anticipating.—In some parts of Canada the United States money is discounted ten per cent. in view of the possibilities of free coinage of a legal tender dollar worth only 53 cents. The thrifty Kanucks prefer to be on the safe side.

—Harry Boyd is off on a trip in the Northwest. He tells us of a queer inscription he found in a graveyard at Grass Valley. Following the name and dates of birth and death were the words: "I was his wife. God knows why."

—The Standard of Detroit, through Cadman & Kittle, agents, paid Edward Bosqui three hundred dollars last month, for a broken shoulder. Mr. Bosqui is in the accident business himself, and therefore can more fully appreciate the benefits of this class of indemnity.

—Support local boards.

—Your company will send you a COAST REVIEW CHART.

—This silver boom is like a squab—biggest when first hatched.

—J. Sloat Fassett, a well-known New York politician, has taken a \$100,000 policy in the Mutual Life.

—Fraternal insurance societies, says the Colorado insurance report, have no more right to be free from state supervision than have the old-line mutual companies. A well taken point.

—The Manchester Fire, which recently absorbed the Times Mutual and the Sprinkler Fire Office, has now taken over the business and assets of the Cambridge University and Town Fire.

—Carpets mothy, landlady wrothy; to kill the pests she essayed, and with benzine the carpets sprayed. Early that night she came with a light. Biff, bang! explosion of benzine! since then that landlady's ne'er been seen.

—Banks are lending money payable before the election. Why? Because if the free silver humbug is successful, depositors will immediately demand their money. Bankruptcy will be universal. We ask life insurance agents if life insurance will be easy to write during the period of dropping values, business failures and foreclosures preparatory to silver monometalism and the 50-cent dollar basis.

—J. H. Greene, formerly traveling passenger agent of the Wabash Railway, accidentally shot his foot in a gun store in Chicago, lately, necessitating amputation. Curiously, he had just been looking into prices and makes of artificial limbs for a friend! Probably the accident insurance he claims from various companies for the mishap, will, when he gets it, be enough to enable him to procure a gold limb, if he wants one; while the companies can join in signing his L. E. G., even before his death, to the tune of \$68,000.—*Accident Insurance.*

—The Roentgen rays are employed by the Employers' Liability and other British offices in accident cases. Occasionally the rays raise doubts as to the honesty of claims.

—A summary has been made by the *Investigator* of the railway accidents in this country from 1888 to 1893, showing the total number of persons killed to have been 45,409 and the injured 224,039. Of the total killed, 2,203 were passengers, while from the same class the injured numbered, 19,241.

—In our August number, last year, we sounded a note of warning as to the "cyc-
lery" hazard. There were too many bicycle dealers and renters, and the moral hazard seemed bad. The results are justifying the warning. The business was overdone. There have been failures and fires. Last month a San Francisco "wheelery" was burned, and it was learned that it had previously been on fire. Prices of bicycles have declined, especially the prices of second-hand wheels, and it may now be a fact that a number of these "wheeleries" are overinsured.

—Rainwater Insurance. — An exchange relates a story of two men in an Iowa prohibition town who did a profitable business selling bottles of yellow liquid, which, with meaning winks, they declared to be rainwater. The men were arrested for alleged infraction of the prohibition laws, but the bottles were found to contain only rainwater. Special Agent Cockerline of Oregon embodies the story in a little flyer, applying it to the gullible people who buy insurance without investigation. The bibulous Iowans bought rainwater because it looked like beer, and lots of men buy rainwater insurance because it looks like the genuine article. Probably if the insurance laws were similar to the prohibition laws, and the peddlers with significant winks, called out "rainwater insurance at half price," there would be fools in plenty who would imagine it the genuine article and buy it for a bargain.

Special agents' monthly account books for sale at this office. For the vest pocket.

—"Loss, if any, payable in gold." This sentence appears in a new policy form just issued by a broker for insuring the stock of a prominent dry goods house in St. Louis, and is the first sign of the silver scare seen on Third street.—*W. I. Review.*

—The house of W. S. Du Val, in San Francisco, was burglarized last month. Many articles of value belonging to Mr. Du Val were carried off. The ransacking is declared by detectives to have been as thorough and destructive a job as they ever saw.

—Poets sing of the silvery moonshine. Politicians talk of silvery prosperity. And that is moonshine too. There can be no prosperity in any land where repudiationists rule and ruin, and the medium of exchange is a fluctuating 50-cent dollar.

—We are indebted to Manager Devlin for a photograph of the antique silver badge worn by the firemen of the Atlas Assurance Company's brigade. The brigade was formed in the reign of George III. The Atlas office in San Francisco has one of the original badges.

—According to the *Surveyor*, a Philadelphia broker went into the country, leaving his office in charge of the office-boy. When he returned he found that the boy had also taken a vacation, and had left on a card pinned on the door a scrawl as follows: "this offus is closed on account of deth in the fambily."

—Supt. Parks of the Colorado insurance department recommends that every assessment certificate should be "branded" with the announcement that its premiums are not fixed, but that future cost will depend on the experience of the company. Also that old line companies writing accumulating dividend policies should report a general as well as a special surplus.

—There are indications that incendiary fires are on the increase on the Coast.

—As small stock companies decrease in number the mutuals and Lloyds increase.

—There is war between the Continental and the Southeastern Tariff Association over the contingent profit plan of compensating agents.

—The U. S. Casualty warns its policyholders that they must not "shoot the chutes." For the present they may ride on street-cars, however.

—The Globe Fire Insurance Co., of New York, has been refused a license in Indiana. The auditor of state says the Globe has constantly reinsured its business in Lloyds which he believes to be irresponsible.

—The New York Life is now writing under-average lives, after the plans of Australian and British life offices. The benefits of medical selection are soon exhausted, and within certain limits the writing of impaired lives is practicable.

—Covenant Mutual Life.—E. W. Wilkerson has been elected president of this St. Louis company, vice D. R. Francis, who resigned to accept a more profitable position. Mr. Wilkerson was president of the Covenant Mutual for twenty-six years, prior to January 1st, when the company was reorganized.

—W. D. Macomber, life insurance broker, through whose testimony Thos. J. Finney was found guilty of rebating, testified that at age 38 they were required to pay \$4 per thousand to the company on policies of \$50,000, and only \$3 on policies of \$100,000. Thus, writing a \$50,000 policy for \$300 premium, Macomber and Finney each received \$50. In one case the premium was \$805, but only \$200 was collected, which was a rebate of \$605. Mr. Finney has a habit of writing to merchants who advertise bargains. He informs them that he has a great bargain in life insurance, limited to a certain date.

—That is a handsome new ad. of the Manhattan Life on page 6.

—Broker Price of Georgia has been arrested, and is now under \$1,000 bonds, on a charge of placing insurance in unauthorized Lloyds—which, by the way, have not paid the \$25,000 loss. Property-owners, brokers, take warning.

—In France there is an odd law called the "*concurrence deloyale*," or unfair competition. A French life office, which was losing business by the competition of an American life office, brought action under this law, and after three years has secured judgment for \$5,000 and costs. The leading French insurance journal asks the government to drive the Americans out of France. Their liberal plans are too much for the eighteenth century methods of the French weaklings.

—"End of a religious feud." "Pastor and congregation had quarreled for possession of the sanctuary." These are the significant head-lines in a newspaper, introducing an account of the incendiary burning of a church in a California town. The pastor had advanced \$7,500 on the church building, and was insured; but the congregation's interest was not insured. The pastor had a suit pending to foreclose the mortgage. The trustees wanted to insure the church, but there being no money to pay the premium, the congregation did not authorize them to take out a policy.

—If you had a paid up policy or an endowment policy about to fall due, say just after the enactment of a free coinage act, what would you think of the man who defended a law making 50-cent dollars a legal tender? Worse, what of the man who favored a law compelling life insurance companies to accept silver in payment of loans and to pay silver worth 50 cents on the dollar to your widow and children? Your just condemnation of the man who defends repudiation should find voice at the polls in November, in condemnation of the ticket of repudiation.

—The Oregon volunteer firemen meet in Astoria, August 20, 21 and 22.

—Adolph Hirschkopf, a new New York fire bug, found guilty of setting fire to a house where a child was burned to death, has been sentenced to imprisonment for life.

—There was lively bidding by the local agents at Bakersfield last month for the insurance on the court house. The bids were for three years 51, 50, 49½, 49, 48½. Local agent Brooks Jones of the Fireman's Fund captured the *pie* at the last named figure.

—The semi-annual statement of the Northwestern Mutual (Clarence M. Smith, California manager) shows \$87,995,000 assets, \$17,860,000 surplus, and \$377,000,000 insurance in force. In six months assets have increased over \$5,000,000, surplus over \$1,300,000, and insurance in force over \$13,500,000.

—George Crooke, a Chicago adjuster is confined to his home in Milwaukee as the result of a singular accident. He dreamt he was at work on an adjustment when the fire broke out again. His only method of escape seemed to be by jumping from a second story window. This he did in reality while walking in his sleep, the fall being about seventeen feet. He sustained a fracture of hip besides other serious injuries. As Mr. Crooke is over sixty years of age, his recovery will be slow.

—In 1860, when silver was on a par with gold, at the ratio of 16 to 1, the Western farmers of the United States burned their corn for fuel because it would not pay to haul it to town. The publisher of this journal sold wheat at 40 cents a bushel. There was a period of over-production then as now, but the politicians could not then attribute the low prices of agricultural products to the low price of silver. This great "discovery" was left to the cheap scribbling wits of to-day who are in the employ of the silver-mine owners.

—The fire chiefs of the country are in session at Salt Lake City.

—General Agent James B. Day of the Washington Life has offices in the Safe Deposit building.

—Geo. F. Ashton, of Spokane, Wash., special for the Fireman's Fund, visited his California friends last month.

—John H. Gray, formerly general agent for the Washington Life in this state, is now with the New York Life Insurance Co.

—Quaint Nantucket is a colonial book by Vice-President Bliss of the Equitable Life. Mr. B. is the author of several similar books.

—Manager George Grant of the London and Northern has returned from a visit to his agents in the Pacific Northwest. He probably picked up a story or two for the *Knapsack* also.

—The Canadian law requiring the printed words "assessment plan" on certificates of membership is a good law, but such a regulation should not be limited to assessment companies. There are dishonest old line solicitors too; and a law requiring the words "payable at death only," or "payable at the expiration of the endowment period or at prior death," could not be objected to by the companies nor by honest solicitors.

—It is seriously proposed, in the United States, to punish thrift and economy by cutting in two the value of savings in savings banks, life insurance, and building and loan societies. Four political parties propose to do this evil thing, this monstrous wrong; and they ask honest men to help them rob creditors, rob depositors in the bank of life insurance and in other savings institutions—rob widows and orphans—for the benefit of debtors and office-seekers. As an advocate of insurance that insures, there can be no doubt as to the position of this journal. The COAST REVIEW stands up for an honest dollar.

—The Union Mutual Life of Maine is issuing gold policies—premiums and principal payable in gold.

—Russel W. Osborn, superintendent of agencies of the Pacific department of the Pennsylvania Fire, is looking after the company's interests in the Rockies.

—Manager Haven of San Francisco, R. M. Thomson of Los Angeles, and F. G. Hodgkin of Salem, have placed the COAST REVIEW under obligations for December copies.

—The Bankers Life of Des Moines is making a creditable record in California by short intervals between the presentation and payment of claims. W. S. Gould was recently appointed superintendent of agencies by the California state agents, Messrs. Delger & King of San Francisco.

—Canadian policyholders of American life offices are alarmed by the free silver possibilities. They ask whether the deposits are large enough to guarantee the payment of claims in the gold money in which the premiums have been paid, or whether they may have to take 50-cent dollars.

—Assistant Manager Kline of the Western department of the Continental was the victim of a peculiar accident last month. While enroute to the city on a suburban train a large splinter was driven into his face. A switch engine was pushing a car to another track with a piece of timber, which broke, with unfortunate results. For a time it was feared that the injury might prove fatal, or cause loss of an eye, but last accounts were more favorable.

—The alleged *Journal of Finance* of New York, with its alleged "insurance department," has been attacking several life companies; but the latter do not respond. Pres. McCall of the New York Life left a "mem." with the cashier to tell the *Journal* chap there is at least one company with its treasury "closed to discharged employes and blackmailers;" and that neither threats nor "friendly articles" will open it.

—The Preferred Masonic Life Insurance Co. is a new Detroit enterprise.

—The Royal will erect a new home-office building, and as it will be a credit to the company it will certainly be a credit to Liverpool.

—Our comparative fire premium tables, now running, will prove useful, also, as naming the offices, in column 1895, now writing business in any of the several states. San Francisco clerks interested in this knowledge should cut out these pages and keep them at hand. When a company's figures do not appear under the year 1895 it is safe to conclude that the company is not at present writing in that state.

—Eastern merchants are offering 50 cents worth of goods and a Mexican silver dollar for an American gold standard silver dollar. In other words, bullion is given for change in lieu of the 50-cent piece. So excellent an opportunity to make money should be promptly embraced by everybody who thinks the value of silver will be restored to its old 16 to 1 ratio by mere legislation. To be in the swim, we too will help our readers to prosperity. Send a five dollar gold piece or greenback or five American silver dollars redeemable in gold, and we will return a receipt for a year's subscription and four Mexican silver dollars in change.

—The Denver Life Insurance Company has been organized in Denver, Colo., with a \$25,000 guarantee fund. The officers are: Chas. E. Channell, president; M. J. McNamara, vice-president; H. P. Steele (president chamber of commerce), second vice-president; Chas. N. Hamblin, secretary. So much for record. The alleged purposes of the organizers are to keep Colorado money "at home," and make "profits" on the superior class of risks in the fountain of youth city of Denver, where only nine native born in a thousand die annually. The Bankers Alliance, it is evident, missed it when it selected Los Angeles instead of Denver as the place of its birth.

—The Fire Lloyds very generally do not pay losses. —Pennsylvania Insurance Report.

—A fire at San Jose, Cal., is said to have been started by the spontaneous combustion of the oil-soaked floors of an old printing office.

—Alfred Jones, adjuster of fire losses at Los Angeles, has moved to San Francisco, where he will offer his services to do special work or adjust losses.

—Harry Houghton, manager of the Etna Life, spent two weeks vacation on north fork of American River, where he "basked" some fine trout.

—J. M. Kilgarif, general agent Pacific Mutual Life, has been convincing some of Stockton's good citizens that he sells some of the most desirable contracts now issued by any company.

—Nathaniel T. James, manager of the Alliance Assurance, has been appointed Major General of the California National Guard, by Gov. Budd. General James will accept our congratulations on his promotion; also our sympathies.

—Miss Julia and Miss Alice, daughters of Mr. and Mrs. George D. Dornin, were married at the country home near Santa Rosa, on August 12th, the former to Rev. George E. Eldridge, of Fulton, and the latter to Mr. Hubert Bryan, of San Francisco.

—The New York supreme court has ruled that when a depositor subscribes to the rules of a savings bank governing deposits, which rules provide that the presentation of a bank-book shall be sufficient evidence of authority to the bank to make any payment to the bearer, such payment shall be valid when there is no circumstance in connection with the presentation or pass-book to justify suspicion. Keep your pass-book under lock and key and deposit part of your savings in life insurance, is the opinion of the supreme court of the COAST REVIEW.

—The new Washington Life building in New York will be 16 stories high.

—THE COAST REVIEW. We cannot get along without it. None better. W. L. Gazzam.

—United States fire losses for the first six months of 1896 vary little from the first half of 1895.

—The business of the Union Mutual for the first half of 1896 was greater than for same time last year.

—Chicago.—United States Manager Letton has returned home from his visit to the head office of the Prussian National.

—A Santa Rosa agent was instructed to cancel, but neglected to do so. A few days later the risk burned, Moral: cancel immediately.

—Brooklyn, N. Y., councils of the American Legion of Honor are on the verge of disbanding. Some of the members are paying over \$40 a month in assessments.

—The receipts of the California insurance department will be increased by the new law in New York taxing other-state companies one-half of one per cent. of gross premiums in New York state.

—The mountebank Pennoyer, whose antics as governor of Oregon will be recalled, is now mayor of Portland, by grace of fusion and folly. It is now reported that he has ordered the discharge of every anti-16-to 1 man in the fire department, including the experienced chief. Pennoyer doesn't care a rap for the safety of the city, or the rights of insurance companies, or the efficiency of the public service. Any man in the employ of the city, in any department, shall be discharged if unwilling to aid Pennoyer's political ambition. The fire underwriters of Portland have sent to the mayor and his fire commissioners a vigorous protest against the proposed discharge of experienced firemen, and threaten to raise rates if the protest is ignored.

—Secretary Pipkin of the Atlas Assurance Co. has been appointed general manager.

—Comparative Northwestern Figures are given another page this month, completing the four states, Washington, Oregon (last month), Idaho and Montana.

—President Batterson won a victory in his mill with Hollingsworth and impertinent state supervision. Insurance interests owe Mr. B. a debt of gratitude for the manly position he took in this affair. Now the Texas insurance department has cast Jonah Hollingsworth overboard.

—Here is a choice example of insurance supervision by the state, *i. e.*, by a politician "out for the stuff." C. H. Anderson, an examiner for the South Dakota insurance department, suddenly "dropped in" the office of the Union Casualty of St. Louis, and said he wanted to examine the affairs of the company. Every facility was at once tendered him. He worked three hours. Returning from lunch he went to the safe deposit vaults and checked up the securities of the company. This done, he presented his bill. He worked from 9 till 4, then he tried to tap the till. His bill is a marvel. For profit and safety and neatness and dispatch the California stage robber can not compare with this insurance department examiner. The total of Anderson's bill was \$269, itemized thus: eight days at \$20 per diem, \$160; railway fare, \$64; hotel, \$32; sleeper, \$13. Neat job of safe cracking, this. It was this same South Dakota insurance department that appointed Hollingsworth a resident deputy of New York and planned a raid on the Traveler's treasury.

—Pacific Coast locals, especially here in California, have been obliged to face the demoralizing Cut Rate. Are these locals, in order to provide federal jobs for office-seeking strangers marked D. or P., now ready to face the demoralizing Cut Dollar? Locals depend on business, and business depends on the Dollar which means 100 cents all over the world. The COAST REVIEW, in these views, represents business interests, not office-seekers.

—The Washington and Merchants wildcats of Hammond, Ind., have been placed in the hands of a receiver.

—The State Ins. and Trust Co. of Philadelphia has been reorganized with a cash capital of half a million, and will do a fire and fidelity business.

—The Standard Insurance Directory: Boston and New England: Standard Pub. Co., Boston. Wonderfully complete and well deserving of insurance patronage.

—S. B. Higgenbotham of Portland has been appointed by Voss, Conrad & Co. special agent for Oregon and Washington for the Frankfort Accident and Plate Glass Insurance Company.

—A. G. Redding, for several years past special agent and adjuster for the Continental Ins. Co. in this field, and in the East has announced himself as adjuster of fire losses, with office at 423 California street.

—The Glens Falls Ins. Co. gained \$78,333 in net surplus in the half year. The net surplus July 1st was \$1,610,911, or over eight times the capital. The assets, now \$2,794,660, gained \$144,000 since January 1, after marking off some \$12,000 for depreciation.

—A Mrs. Brown or Brunn writes us from San Rafael as follows: "I wrote to the insurance commissioner, Mr. Higgins, asking him whether the rates of the Bankers Alliance of Los Angeles were sufficient to pay all obligations. I enclosed a postage stamp for a reply. As the commissioner does not reply, I conclude that he is not sure the rates are sufficient. Uneasy, I write the question to you." The COAST REVIEW does not hesitate to say that the rates of the Bankers Alliance of Los Angeles are not sufficient to pay "life" and "accident" claims in full. Too much should not be asked of Insurance Commissioner Higgins. If he were an actuary or were well up in practical insurance of any kind, there would be more profitable jobs for him than the commissionership.

—Hereafter all annual dividend policies issued by the Northwestern Mutual Life Ins. Co. of Milwaukee will contain guaranteed annual cash surrender values after the fifth premium is paid; also annual loans. After the third premium, extended insurance or paid up values are given. These privileges also apply to all annual dividend policies now in force and to be in force.

—As a practical illustration of what effect the free coinage of silver at an inflated ratio of 16 to 1 may have upon life insurance policies, the following illustration is cited: In September, 1882, a Mexican gentleman took out a policy of \$10,000 in a well-known American life insurance company. He was given the option of paying his premium in gold or Mexican money, the standard of which is a silver dollar, the policy to be paid at maturity in the same coin. He chose to have his policy issued on the basis of Mexican money. In June of the current year the policy became a claim on the company through the death of the insured and \$10,000 in Mexican money was paid to the widow of the deceased. The widow, however, is living in Pittsburg, Pa., and in converting the proceeds of her policy into the currency of the United States she received just \$5,347. — *N. Y. Journal*.

—The Fire Underwriters Inspection Bureau of San Francisco reports for the six months ending June 30: Buildings inspected, 8,693; electrical inspections, 1,485; total changes secured, 3,213. Small fire losses attest the value of the services rendered.

—In a list of 297 claims maturing by death within a year after the policies were issued, in a single company which pays suicide claims without restriction as to time, the average duration of the policies was six months and a fraction. Fourteen matured within a month, four of which were for \$10,000 or more. In one case, in San Francisco, the insured cancelled his old policy in the same company, and with the surrender value immediately paid the premium on a new policy in a much larger amount, in the same company, and nine days later killed himself in a bath-tub. Doubtless a policy indisputable for suicide from the beginning, while it may not persuade a man to commit suicide, invites the application of the man who has already made up or partly made up his mind to shuffle off the mortal coil. Such a policy is desirable as covering the liability of suicide within a year, as well as subsequently, but its invitation to the suicidally inclined must increase the mortality rate and may decrease dividends.

PHENIX



Insurance Company

OF BROOKLYN, N. Y.

CASH CAPITAL - - - - - \$1,000,000.00

Assets January 1st, 1896, \$5,739,044.00 | Losses Paid, over \$55,000,000.00

GEO. P. SHELDON, President

C. C. LITTLE, Vice-President and Secretary

EUGENE HARBECK, General Agent Western Department

205 La Salle St., Chicago, Ill.

JOHN C. MOONEY, Denver, Colorado, Special Agent for Colorado, Wyoming, New Mexico, Utah, Montana

Our San Francisco Insurance Directory

Directory of San Francisco Fire and Marine Insurance Agencies.

Tele- phone	General Agents and Companies.	Address.
5107	BAILEY, JAS. D. Ins. Co. North America	412 Calif.
334	BALFOUR, GUTHRIE & CO. . . (A. H. Small, Manager) British & Foreign Marine Yangtze, Shanghai	316 Calif.
351	BELDEN, H. K. Hartford Fire N. Y. Underwriters Agency	313 Calif.
272	BERTHEAU, CESAR Hanover, N. Y. Prussian National Fire Association, Phila.	210 Sans.
427	BOARDMAN & SPENCER . . . Ætna, Hartford	514 Calif.
5414	BROMWELL, L. L. Milwaukee Mechanics, Wis.	410 Calif.
1842	BROWN & SON, EDWARD . . . American, Phila. Svea, Sweden	407 Montg
684	BUTLER & HALDAN Phoenix, London Providence-Washington, R. I.	413 Calif.
1466	CALLINGHAM, W. J. Scottish Union, Edinburgh Orient, Hartford	420 Calif.
680	CATTON, BELL & CO. Union, London	406 Calif.
195	CHRISTENSEN, CHAS. American-Central, St. Louis St. Paul	317 Calif.
321	CRAIG, HUGH New Zealand, Auckland	312 Calif.
5968	DAVIS & SON, J. B. F. Standard Marine, Liverpool	407 Montg
1886	DEVLIN, FRANK J. Atlas, London	309 Sans.
698	DICKSON, ROBT. Connecticut, Hartford Royal Exchange, London	501 Montg
822	DORNIN, GEO. D. National, Hartford Springfield, Mass.	409 Calif.
5817	DRIFFIELD, V. C. Transatlantic, Hamburg	213 Sans.
1991	DUTTON, WM. J. Ins. Co. State of Penn., Phila. Rhode Island Underwriters Union, Phila.	401 Calif.

Tele- phone	General Agents and Companies.	Address.
201	EDWARDS, L. B. American, N. J. Manchester, Eng. Caledonian, Edinburgh	323 Calif.
1991	FIREMAN'S FUND INS. Co.	401 Calif.
1015	W. H. C. Fowler Austrian Phoenix	411 Calif.
1632	GRANT, GEO. London Assurance, London Northern Assurance, London	221 Sans.
71	GRANT, TOM C. North British & Mercantile Greenwich, N. Y.	212 Pine
	GRAVES, D. W., Special Agent. Continental, New York	P. O. Box 2536
288	GUTTE & FRANK Magdeburg, Germany Wilhelma, Germany National Marine, London Federal Marine, Switzerland Associated Assurance Co's	303 Calif.
433	GRANT, H. M. British America Western, Toronto	423 Calif.
38	HARRISON, WM. GREER . . . Thames & Mersey Marine	305 Calif.
666	HAVEN, CHAS. D. Liverpool & London & Globe	422 Calif.
1184	HEROLD, JR., RUDOLPH . . . Hamburg-Bremen	415 Calif.
1086	HOME MUTUAL INS. CO. . . .	318 Calif.
208	JAMES, N. T. Alliance, London	416 Calif.
336	LANDERS, WM. J. Imperial, London Lion, London Sun, London	205 Sans.
396	LATON, CHAS. A. Palatine, Eng.	439 Calif.
5710	LOWDEN, W. H. Norwich Union	308 Pine
746	MACDONALD, WM. London & Lancashire, Eng.	315 Montg
1034	MAGILL, A. E. Home, N. Y. Phoenix, Hartford	325 Calif.
169	MANN & WILSON Lancashire, Eng. St. Paul (Marine) La Fonciere Marine L'Universo Marine	322 Calif.

Our San Francisco Insurance Directory

<i>Tele- phone</i>	<i>General Agents and Companies.</i>	<i>Address.</i>	<i>Tele- phone</i>	<i>General Agents and Companies.</i>	<i>Address.</i>
538	MAXWELL, J. D. Continental, N. Y.	421 Calif.	1376	FORBES & SON, A. B. Mutual Life, N. Y.	Mutual Life Bldg
1554	MULLINS, C. F. Commercial Union, Eng. Commercial Union, N. Y.	301 Calif	1384	FOWLER, E. S. Preferred Accident, N. Y.	Mills Bldg
1015	OKELL, DONNELL & CO. General, Trieste	411 Calif.	699	GARNISS, JAS. R. American Surety, N. Y.	219 Sans.
5562	POPE, T. EDWD. Pennsylvania	436 Calif.		HARMON, JR., A. K. P. Connecticut Mutual Life Hartford	Mills Bldg
5136	POTTER, ED. E. Franklin, Phila. Williamsburg City, N. Y.	508 Calif.	1609	HASKELL, W. W. Travelers, Hartford	Mills Bldg
1692	SPENCER, D. A. Westchester, N. Y.	215 Sans.		HOUGHTON, H. B. Etna Life (& accident) Conn.	Safe De- posit Bldg
	SPEYER, WALTER North German, Germany	225 Sans.	1684	JACOBS, W. A. Germania Life	Mills Bldg
5810	SYZ & CO. Helvetia Swiss Balaise, Switzerland Swiss Marine Combined.	410 Calif.	5296	KILGARIF & BEAVER Pacific Mutual Life	508 Montg
5359	TYSON, GEO. H. German-American, N. Y.	435 Calif.		LANDERS, JOHN, Manhattan Life, N. Y.	240 Montg
1666	TURNER, GEO. W. Northwestern National	412 Montg		LEAVITT, W. C. Union Mutual Life, Me.	419 Calif.
5577	VOSS, CONRAD & CO. Aachen & Munich Fire Frankfurt Marine Bavarian Lloyd Marine	204 Sans.	1696	McLANE, CHAS. New York Life, N. Y.	Mills Bldg
113	WATT, ROLLA V. Royal, Liverpool Queen, New York	500 Montg	169	MANN & WILSON Hartford Steam Boiler Metropolitan Plate Glass,	322 Calif.
			538	MAXWELL, J. D. London Guarantee & Accident New York Plate Glass U. S. Casualty	421 Calif
				MUNSELL, JR., JAS. Mutual Benefit Life, N. J.	415 Montg
			1015	OKELL, DONNELL & CO. Employers' Liability, London New England Burglary	411 Calif.
			750	PACIFIC MUTUAL LIFE, S. F.	508 Montg
			621	PACIFIC SURETY CO., S. F.	308 Sans.
			699	PARDEE, S. C. Fidelity and Casualty, N. Y.	Mutual Life Bldg
				PARKER, C. M. T. Massachusetts Mutual Life	214 Pine
				PRATT, GEO. C. Provident Savings, N. Y.	405 Montg
			5161	SMITH, CLARENCE M. Northwestern Mut., Milwaukee	Phelan Bldg
			1739	STOLP, G. M. National Life, Vt.	Crock'r Bldg
			5577	VOSS, CONRAD & CO. Frankfort Acci. & Plate Glass Fidelity & Deposit Co.	204 Sans.

San Francisco Life, Accident and Miscellaneous Agencies.

<i>Tele- phone</i>	<i>General Agents and Companies.</i>	<i>Address.</i>
	ARCHIBALD, JAS. F. J. Union Central Life, Cincinnati	303 Calif.
329	BORLAND, JAMES H. National Surety Co.	Tel'ne Bldg
5017	CADMAN & KITTLE Standard Life and Accident	307 Calif.
195	CRISTENSEN, CHAS. Lloyds Plate Glass, N. Y.	317 Calif.
5244	DUNPHY, W. H. Home Life, N. Y.	Parrott Bldg
970	EQUITABLE LIFE	Crock'r Bldg
1703	FIELD H. K. New England Mutual Life	Mills Bldg

—Fire insurance companies are losing money on California business. Moral: form a compact.

—President Burnham of the Mutual Reserve Fund is still forcing the Harper appointees to "walk the plank."

—Happiness is born twin, said Byron: and one English woman who recently gave birth to twins is happy. She was insured against such an accident, in the sum of \$1,000.

—Nearly all the expenses of the California insurance department are paid out of receipts from New York, Pennsylvania and other state companies under retaliatory laws. Some \$8,000 excess enriches the state treasury. The law is a good thing for companies from other states.

KILROY'S NEW PALESTINE AGENCY

At PHOENIX, ARIZONA.

TO ACCOMMODATE ITS PERSONAL FRIENDS being brought into the valley through its agency to be engaged in the different pursuits and callings, wants the agency of one first-class company each of the following lines, viz: First-class LIFE, FIRE, ACCIDENT, EMPLOYERS' LIABILITY AND PLATE GLASS, AND SURETY COMPANY. (The latter four are not represented in Phoenix.)

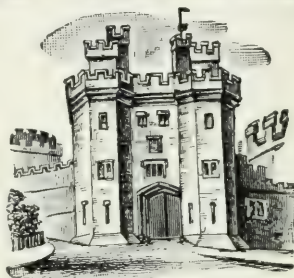
From the readers of the COAST REVIEW and their friends we invite correspondence, as we offer SIXTY select tracts of 2½ acres each (one of the loveliest tracts in the Valley; street cars running to the property), half mile from the city, for Eastern wealthy homes.

Sold on subscription only at \$800.00 each.

Address, J. A. KILROY,

Room 313 Fleming Block, Phoenix, Arizona.

—*Rambling Notes* was hasty in referring to the Continental as having withdrawn from the Coast. While the agents report to the Western department at Chicago, the company has its special agents in this field, and a city agent (J. D. Maxwell) in San Francisco, and local agents generally.



For Fire Insurance.

Assets in United States \$2,836,236 28
Net Surplus \$ 568,320 47

Writing Large Lines On Desirable Business.
Applications for Agencies or Information should be addressed

For Eastern and Middle States:

WILLIAM BELL, { Joint Managers.
WILLIAM WOOD. }

WILLIAM M. BALLARD, Branch Sec'y.

21 Nassau St., (Equitable Bldg.), New York.

For Western States:

GEORGE M. FISHER, Manager,
205 La Salle Street, Chicago, Ill.

For Southern States:

FINLEY & JANVIER, Managers,
308 Camp Street, New Orleans, La.

For Pacific Coast:

CHARLES A. LATON, Manager,
439 California Street, San Francisco, Cal.

J. S. Winchester,



ATTORNEY
AND
COUNSELOR AT LAW,

Correspondence Solicited.
References on Application.



Sherlock Building,
PORTLAND, OREGON.

Makes a . .
Specialty of
Insurance .
Law . . .

THE COAST REVIEW

A MONTHLY JOURNAL

Devoted to all kinds of Insurance that INSURES. Published on the Fifteenth of every Month.

PER YEAR . . . \$3.00
PER COPY . . . 25 cts.

Postage added to Foreign Subscriptions.

*J. G. EDWARDS, Proprietor,
Pacific Mutual Building, San Francisco.
Telephone No. 1530.*

VOL. 50.

SEPTEMBER, 1896.

No. 9.

Our Digest of Recent Insurance Decisions.

AMERICAN STATE SUPREME COURTS AND FEDERAL DISTRICT AND SUPREME COURTS.

Fire.

126. Shank v. Glens Falls Ins. Co., N. Y. S. C., 40 N. Y. Supp. 14.

AGENT—RENEWAL.

An insurance agent authorized "to receive proposals for insurance * * * and to fix rates of premium, to receive moneys, and to countersign, issue, and consent to the transfer of policies of insurance signed by the president and attested by the secretary" of the company, cannot, by virtue thereof, bind the company by an agreement to renew a policy without further application, and keep the same in full force until further notice.

° ° °

127. Lindner v. St. Paul F. & M. Ins. Co., 67 N. W. R. 1125.

A TOTAL LOSS.

Where the identity of a building, as such, has been destroyed by fire, it is a total loss, though some of its materials may not have been entirely destroyed, and the court may properly instruct that the loss is total where such facts are undisputed.

OWNERSHIP.

Where a policy describes the property insured as being owned by the insured, and he is shown to have been in possession at the time of its destruction, such facts constitute sufficient proof of ownership, prima facie, to authorize a recovery.

° ° °

128. White v. Royal Ins. Co., N. Y. C. A., 44 N. E. R. 77.

ORIGIN—ESTOPPEL.

In an action on a policy providing for forfeiture in case benzine was used on the premises, and stipulating that the insured should, within a certain time after a loss, render a verified statement as to his knowledge and belief as to the origin of the fire, plaintiff is not estopped, by a statement that he had been informed that the fire was caused by the upsetting of benzine used by his wife in cleaning clothes, from proving that no benzine was in fact used, in the absence of any claim of surprise by defendant.

° ° °

129. Wood v. American F. Ins. Co., N. Y. C. A., 44 N. E. R. 80.

ASSIGNMENT.

The assignment by one of the members of a firm of his interest therein does not

affect the sole and unconditional ownership by the firm of the partnership property, so as to avoid a policy of insurance, issued upon such property, and providing that the policy shall be void if the interest of the insured shall be other than unconditional and sole ownership.

WAIVER.

The provisions, in a contract of insurance, restricting the power of an agent to waive conditions, except in a prescribed manner, cannot be deemed to apply to those conditions the breach of which avoids the contract in its inception, when it appears that the agent delivered the policy and received the premiums therefor with full knowledge of the facts constituting such breach.

° ° °

130. *Mascott v. Granite State F. Ins. Co.*,
35 A. R. 75.

PAROL EVIDENCE.

Where the insurance was on "paints, oils, varnishes," etc., "and such other articles as are usually kept in a sign painter's and carriage painter's and trimmer's shop," parol evidence was admissible, in an action on the policy, to amplify the clause, and show what articles are usually kept, within its meaning.

BENZINE—TYPEWRITTEN RIDER.

A typewritten rider attached to a policy provided that the insurance was against loss on "paints, oils, varnishes," etc., "and such other articles as are usually kept in a sign painter's and carriage painter's and trimmer's shop," while a printed stipulation in the body of the policy provided that "this entire policy, unless otherwise provided by agreement hereon, or added hereto, shall be void * * * if (any usage or custom of trade or manufacture to the contrary notwithstanding) there be kept, used, or allowed, on the above described premises, benzine," etc. It was shown that benzine was usually kept in a shop such as that maintained by the insured. Held, that the prohibition of keeping benzine applied

only when that article was not insured, and by insuring benzine, it was "otherwise provided, by agreement indorsed upon the policy," that benzine might be kept on the premises.

When a repugnancy exists between a typewritten rider on a policy and the printed parts thereof, the provisions of the rider will prevail.

° ° °

131. *German Ins. Co. v. Gibe*, Ill. S. C.,
44 N. E. R. 490.

CHANGE OF TITLE.

Where a provisional clause invalidates a policy of insurance if "any change shall take place in the title or possession" of the property insured without the consent of the insurer, the assured may show by parol evidence, in an action on the policy, that a nominal warranty deed, executed by him to another, was intended by the parties to it as security for money to be loaned to pay off an existing incumbrance, and that the insured remained in possession of the property, and was the real owner.

MORTGAGES.

A conveyance by deed absolute, but in fact a mortgage to enable the mortgagor's father to obtain a loan, is not such a change in the title or possession, within the conditions of the policy, as will forfeit the policy, no money having been obtained by such grantee, and there being no chance of possession.

° ° °

132. *Caledonian Ins. Co. v. Traub*, Md.
C. A., 35 A. R. 13.

AWARD OF APPRAISERS.

A fire policy provided that the loss should be determined by two appraisers, the company and the insured each selecting one, and that the two should select one umpire, to whom they should submit their differences if they failed to agree. Held that, where one of the appraisers ceased to act, and the appraisal was completed by the other appraiser and the

umpire, the award was not in accordance with the policy.

UMPIRE.

The mere fact that the umpire was chosen after the appraisalment was begun did not invalidate the award.

FAILURE OF APPRAISEMENT.

Where a policy provides that the loss shall be determined by appraisers, the company and the insured each selecting one, and the insured causes a failure of appraisalment, he cannot maintain an action on the policy.

TESTIMONY.

In an action on a policy it appeared the loss occurred July 23, 1893, and one of the plaintiffs testified the value of the goods insured at that time was about the same as on February 23d. Held, that it was not error to permit plaintiffs to ask a witness to state the value of the goods in February or March, 1893.

In an action on a policy which provided that the loss should be ascertained by appraisers, one of the appraisers testified that one of plaintiffs asked him to attend to the arbitration for him, and he agreed to do so. Held, that it was error not to allow defendant to ask the witness what he did in pursuance of the request or the power delegated to him towards procuring an appraisal.

Plaintiffs' witness had given evidence tending to show that the goods were worth \$6,000 to \$7,000, thereby corroborating one of plaintiffs. On cross-examination he testified that he supposed he had a conversation with one R.: that he did not say to R. that he had told one of plaintiffs that his books were wrong, and he had no such stock as he claimed to have. Held, that it was error not to permit defendant to ask R. as a witness if plaintiffs' witness said to him at a particular place and time that plaintiff's books were wrong, that he had no such stock as he claimed, and that his charges were erroneous, or something to that effect.

133. *Loventhal v. Home Ins. Co.*, 20 S. R. 419.

OWNER IN FEE SIMPLE.

A vendee of lands under an executory contract of purchase, holding a bond for title upon payment of the price, a portion of which has been paid, is an owner in fee simple within the condition of a policy providing that it shall be void if the subject of the insurance is a building on ground not owned by the insured in fee simple.

° ° °

134. *Davis v. American Central Ins. Co. N. Y. S. C.*, 40 N. Y. Supp. 248.

SALE OF DAMAGED GOODS.

A policy for \$1,500 on goods valued at \$16,000, issued by defendant, provided that it should be optional with defendant to take the goods damaged by fire within 30 days thereafter at their appraised valuation. The goods were insured in 12 other companies for the balance of their value. Two-thirds of the goods were totally destroyed by fire, and the balance greatly damaged. The insured gave notice to defendant's agent, and, after keeping the damaged goods for 18 days, during which time none of the 13 companies claimed them, they were sold at public auction for \$250, after advertising the sale in two daily papers. Held, that defendant's contention that plaintiff should have kept the goods for 30 days was unreasonable.

° ° °

135. *McGuire v. Hartford F. Ins. Co. N. Y. S. C.*, 40 N. Y. Supp. 300.

AGENT'S AUTHORITY TO WAIVE.

The agent of a company was authorized "to receive proposals for insurance; fix rates of premium; receive moneys; countersign, issue, and renew policies." The policies provided that they should be void if insured goods should be subject to chattel mortgage, unless otherwise provided by agreement indorsed thereon or added hereto, and that no agent should have power to waive any condition, ex-

cept such as by the terms of the policy might be the subject of agreement indorsed thereon or added thereto. Held, that the agent had authority to agree to insure mortgaged goods by agreement indorsed on or added to the policy.

DEALING WITH ILLITERATES.

Where an illiterate person applies to an agent who has authority to issue policies on mortgaged goods, provided he indorse on or add to the policy a waiver of the restriction as to mortgaged property, and the agent agrees to make the insurance and indorse the waiver on the policy, and afterwards tells the insured that he has done so, and the policy is left in the custody of the agent until after loss, which occurred six days later, the knowledge of the agent that the insured property was subject to mortgage is imputable to the company, and it is liable for the loss.

PAROL WAIVER OF PROOFS OF LOSS.

An agent of a company, who has power to adjust losses, may by parol waive formal proofs of loss.

° ° °

136. *Henderson v. Crescent Ins. Co., La. S. C.*, 20 S. R. 658.

ELECTION TO REPAIR.

When a company, under its contract, elects to repair, and fails to do so, and the assured completes the repairs, the insurance company is liable for the cost of the repairs, without reference to the amount of the insurance.

The election to repair is a contract, which can only be discharged by its performance or execution. Defects in the material in the original building will not excuse nonperformance.

° ° °

139. *First National Bank v. Lancashire Ins. Co.*, Minn S. C., 68 N. W. R. 1.

AUTHORITY OF ADJUSTERS—SALVAGE.

The insured held policies issued by a number of different insurers. A loss by

fire occurred. The adjusters of two of these insurers came upon the scene, and, by the consent of the insured, sold the salvage. The next day the adjuster of the defendant insurers came also upon the scene, and had conversations with the insured. In actions on the policies of the latter insurers, held, from the evidence as to these conversations, and the other evidence in the case, the jury were justified in finding that the latter adjuster ratified the acts of the other adjusters in selling the salvage; that, under the terms of the policy, he is presumed to have had authority to make arrangements for the sale of such salvage, and consequently to ratify the sale already made; and that (following *First Nat. Bank of Devils Lake v. Manchester Fire Assur. Co.* [Minn.] 66 N. W. 136) retaining the proceeds of such sale, or neglecting to see that such proceeds were promptly returned to the insured after the discovery by defendants that the policies in suit had been forfeited before the fire, waived such forfeiture.

° ° °

137. *Reynolds v. Westchester F. Ins. Co. N. Y. S. C.*, 40 N. Y. Supp. 336.

PAROL CONTRACT.

A parol contract to insure is valid, and where the premium has been paid the insured is entitled to recover for a loss.

CANCELLATION—RETURN PREMIUM.

In an action to cancel for fraud a settlement of claim against defendant insurance company under a policy for less than the amount of loss, a request in the complaint that the amount received be credited and allowed to defendant on the amount due plaintiff is sufficient, without actually returning the amount paid her.

° ° °

138. *Boulden v. Phoenix Ins. Co., Ala. S. C.*, 20 S. R. 587.

OWNERSHIP.

Though the insured did not have a deed to the land, and claimed the same under a contract, and there was a certain

amount due thereon, such title was not inconsistent with entire, unconditional, and sole ownership in the insured, even if the vendor held a lien.

° ° °

140. Ranspach v. Teutonia F. Ins. Co.,
Mich. S. C., 67 N. W. R. 967.

VACANCY CLAUSE.

One who purchases a house, and takes an assignment of a policy thereon, is bound by a provision of the policy against vacancy.

Knowledge of an insurer that the premises were unoccupied at the time the policy was assigned to the vendee of the insured was not a waiver of a condition avoiding the policy in case of vacancy for more than 10 days.

° ° °

141. Johnson v. Scottish Union & N. Ins.
Co., Wis. S. C., 67 N. W. R. 416.

POLICY TAKEN IN NAME OF INFANT.

Where a policy is issued without any formal application by the insured, and without any questions being put to him as to matters material to the risk, and the policy contains a clause that it will be void if any material fact is concealed, it will not be invalidated by the unintentional concealment by insured of material facts as to which he was not questioned.

Where the agent of a minor applied for insurance on her property, in ignorance of a rule of the company that no risks should be taken on property belonging to infants, the right of the insured to recover on the policy is not affected by private instructions from the company to the general agents who issued it.

° ° °

142. Aetna Ins. Co. v. Rosenbery, Ark.
S. C., 36 S. W. R. 908.

POWER TO CANCEL.

An insurance agent, having the power, under the policy, and from the company issuing it, to cancel the policy on five

days' notice to the insured, and tendering repayment of the unearned premium, wrote the insured, asking them to return the policy to him for cancellation, and promising to insure the property in another good company. The insured returned the policy as requested, but the agent did not in fact cancel it, nor did he issue any other policy to the insured. They were never served with the notice, nor tendered the return premium required in the exercise of the power of cancellation reserved in the policy. Held, that the policy remained in force.

* * *

Accident.

143. Traders & Trav. v. Wagley, U. S.
C. C. A., 74 F. R. 457.

BEING ON RAILWAY ROADBED.

W. went to a railroad station, to meet his sister on an arriving train. He stood on the sidewalk, at a highway crossing beside the station, on the opposite side of the tracks from the platform. As the train approached, thinking his sister could alight more easily on the platform side, he started to cross the tracks, a distance of about 12 feet; and, as he was stepping on the platform, he was struck by the train, and killed. W.'s wife, the beneficiary of the policy, brought an action against the insurance company. Held, that the phrase "walking or being on a railway bridge or roadbed" was not to be construed with absolute literalness, and did not obligate the insured not to cross a railroad, at the place provided for the public to cross it, on a public thoroughfare.

° ° °

144. Lehman v. G. E. Cas. & Indem. Co.
N. Y. S. C. 39 N. Y. Supp. 912.

VOLUNTARY EXPOSURE.

One who carelessly steps on a railroad track, without noticing an approaching train, is not guilty of "voluntary exposure" to danger, within the meaning of an accident insurance policy.

Adjust Small Losses Carefully and Closely.

Underwriters and adjusters need not be reminded that the aggregate of small losses is immense, and that the difference between profit and no profit may sometimes be equal to the excess payments on small losses.

The property-owner is entitled to indemnity only, and his claim for a small loss should receive no more liberal adjustment than a claim for a large loss. Brokers, of course, will not agree with us in this. The honest insured and the honest insurer, however, will ask only for a careful, conscientious determination of the actual loss under the terms of the policy.

The proportion of over-paid small losses to total small losses must be so large as to virtually include all.

Losses under \$500 on this Coast probably average one-fourth of the total, or over \$100,000 dollars a month. These are the losses that are settled too liberally. The companies pay more than the real loss in nearly all these small claims, if we are not misinformed. The amount in the individual case is generally too insignificant to dispute or "haggle" over; but in the total the money thus needlessly expended makes a very large sum.

If small loss claims are settled, on the average, at twice the actual loss, the companies pay say \$50,000 a month too much; if settled at fifty per cent. advance, the loss is \$25,000 a month. In the one case, a total overpayment of \$600,000 annually; in the other, a total overpayment of \$300,000. This sum saved, and honestly saved, would often insure a profit on the year's business for many offices; and while satisfactory to both insured and insurer, it would probably reduce the fire hazard.

The too liberal settlement of small losses doubtless stimulates carelessness which produces fires. This, we need not add, swells the total of payments due to the too liberal settlements of small losses.

—So Do We.—The London *Review* believes that common sense and the honest

dollar will win. The wage-earners will vote to cut wages in two.

Wisconsin Odd Fellows Mutual Life.

This association is confessedly insolvent. It has submitted to its members two propositions, one of reinsurance, the other of reorganization with a reserve fund. The death losses have increased, and double assessments are found insufficient. The officers say:

"Experience has fully demonstrated that this company, like all other assessment companies, made the grave mistake of carrying life insurance at rates far below what it could afford to do and live, and the still greater mistake of not increasing the rate as the age of the insured increased. The idea that a man at the age of seventy would pay no more than he did at forty-five is a fallacy now proven by experience, and to this mistake can be attributed the constant necessity for double assessments. Again, it was a grave mistake not to build up a reserve fund."

In briefer words, it is folly to offer insurance without graded rates, and greater folly to trust to a "reserve" in the "pockets of members." The "reserve" is never found there when wanted. Next!

New Zealand Fire Insurance Department.

The communistic colony of New Zealand has actually under consideration, in parliament, an elaborately drawn bill providing for a government fire insurance department with a capital of £250,000. The compulsory clauses apply to buildings only, to be voted on by the people of a district, and either accepted or rejected. Here is an example of the despotism of the ignorant majority.

The proposed department is to be controlled by a manager, deputy manager, general board and district boards. The drag net of compulsory insurance will catch all the bad risks rejected by the regular insurance companies, and incendiarism will be greatly increased. The colony will carry a volume of risks, good and very bad, far beyond the carrying

capacity of its little working capital. Only disaster can follow this communistic and despotic experiment of political hacks.

The Bankers Life of Des Moines.

A comparative statement as of Aug. 1, '95, and Aug. 1, '96, of the Bankers Life Association shows a healthy improvement of its business all along the line. The assets went up from \$1,831,574.01 to \$2,174,379.37, and the surplus fund from \$449,566.17 to \$558,723.18. The amount loaned on mortgage is \$1,226,427.00 as against \$1,002,265.80 a year ago. The total amount paid beneficiaries by the association is \$2,310,099.82.

The California agency of the Bankers Life Association is now under the supervision of Edward F. Delger, who was appointed state agent on the first of September this year, to succeed Delger & King, Mr. King retiring from the firm. The Des Moines association is to be congratulated on the new appointment, as Mr. Delger is an energetic, capable, up to date life insurance man.

The Washington Life on the Coast.

Major James B. Day, the newly appointed manager of the Pacific Coast department of the Washington Life Insurance Company of New York, has opened handsome offices in the Safe Deposit building, where he will be pleased to see any of the fraternity, and also the policyholders and friends of the Washington Life.

Major Day is a veteran life underwriter. He has been thirty years in the business. He is a cultured, genial gentleman, and an experienced life insurance manager. The major has served the Washington about ten years.

THE COAST REVIEW predicts that the business in his department will show a marked increase in the near future. The Washington is one of the "top notch" companies, and agents who desire to *work* will find the Washington contracts easy of sale.

The territory under Major Day's supervision is California, Oregon and Wash-

ington. All business in this field will report to the San Francisco office.

C. L. Fay, for many years general agent of the Washington Life at Portland, Or., continues in same position, reporting to San Francisco in future instead of the home office. Mr. Fay is a successful life underwriter and a well known and popular citizen of the Pacific Northwest.

Dr. S. T. Armstrong, of the medical department of the Washington, is spending a few weeks on the Coast, making the acquaintance of the company's medical examiners in this field, and otherwise assisting Major Day in the organization of the new department.

The Rebate Question and the Broker.

Editor The Coast Review:

Sir,—In the organization of a Board of Underwriters would it not be advisable to eliminate from the enrollment agreement of agent or broker, the pledge "not to pay or offer to pay any rebate—nor to make any pecuniary or other valuable inducement to gain patronage"? The proposition is such a radical one that it may not receive attention, but nevertheless, if it promises to relieve a board from the annoyance, friction and expense of investigating complaints against rebaters, it deserves consideration.

It will undoubtedly be acknowledged by all, that the promises of agents and brokers, as well as penalties threatened, and sometimes imposed, have failed to check the rebate evil. The old plan has been thoroughly tested and found wanting, and there is no reason to believe that future experience on the same lines will differ from the past. The man who rebates does not give his commission away because he cares nothing for money, but on the contrary, seeks gain through an unfair advantage over his competitors. If all were working on the same basis, and competition made free and open, the rebater's advantage would be gone, and he would be the first to cry "enough." On the other hand, the men who have always adhered to their pledged word, have not so much complaint against the

rebaters paying out his money, as against the fact that they could not meet the competition.

Neither will the assured as a rule so persistently seek for rebates when they understand it is an agent's wages they are asking, and not a reduction of rate by the company, as was sometimes the case when excess commissions were allowed agent to reimburse his outlay.

The rule against rebating as laid down by previous boards is fundamentally wrong. It violates both business and constitutional principles for an employer to dictate to his employee, under penalty of fine or dismissal, that said employee shall not spend his wages in furthering his own interest and success. When a broker receives a commission, the money belongs to him, and he should be the only one authorized to say how he shall spend same. Why should a company or general agent care what becomes of it?

Let the members of the board, as is their right, agree what commission will be paid, and adhere to their resolution. Then if the brokers and agents care to combine, let them do so in local boards, and agree what they shall do with their own, make their rules and investigate and punish violations of same.

This would relieve a board from all those petty annoying complaints, which engender ill feeling between members, and destroy the harmony and usefulness of such organizations, and would place the matter in the hands of those who alone are interested, and that vitally,—for it is their living.

Yours truly,
CITY AGENT.

United Life Insurance Association.

Supt. Pierce of New York has asked the attorney-general to wind up the affairs of this association. On July 23 the United Life had \$2,552 assets, with \$61,585 actual liabilities and \$119,250 contingent liabilities. Formerly the association was represented in California, and the COAST REVIEW denounced it for certain speculative features which must end in insolv-

ency. We then asked the insurance department to close up the association. Now we can say, "We told you so." The United States Life Ins. Co. was annoyed by the misapprehension growing out of the similarity of names.

Semi-Annual Figures.

The United States department of the Caledonian increased its surplus in the half year.

The German of Freeport made gains in assets and net surplus.

The Hanover of New York on June 30, had \$2,560,738 assets and \$245,535 net surplus, gaining in both.

The London & Lancashire's branch has \$2,765,274 assets, a gain of \$74,000. It added largely to its surplus.

The Traders of Chicago does not often report a decline, but this time it has lost considerably in both assets and surplus.

The Phenix of Brooklyn has increased its net surplus from \$615,581 to \$756,673.

The Sun Insurance Office's branch increased assets and surplus.

The Westchester made gains in assets, and increased its net surplus from \$474,180 to \$567,540.

The Williamsburg City made gains in both assets and surplus.

The American Surety, Fidelity & Casualty and Standard of Detroit all made noteworthy gains in assets and surplus.

The Home of New York, Continental and German-American report large gains, as already recorded in these columns.

American Legion of Honor.

On July 1st this order had \$1,968,500 death claims reported and unpaid; \$1,337,794 in benefit fund, and \$630,705 deficit.

The extra double assessments, announced in these columns last month, may yield the required amount to save the order; but, as stated elsewhere, application has been made for the appointment of a receiver.

Insurance Officials on the Great Issue.

FREE SILVER WILL BRING FRIGHTFUL BUSINESS AND INDUSTRIAL DEPRESSION—THERE WOULD BE A GREAT PANIC, FINANCIAL RUIN. AND COUNTLESS UNEMPLOYED MEN.

Without regard to party affiliations the officials of insurance companies generally put themselves on record in favor of the solid gold standard, and against the cheap, fluctuating free silver measure of values. We append some characteristic expressions:

It would bring about wide-spread financial disaster and bankruptcy.—President Thurston, State Ins. Co., Tenn.

Gold could be had only at a premium. Every producer and wage-earner would suffer.—President Montgomery, American Fire.

This apparent silver craze has, in my opinion, been brought about by the producers of the crude article.—President Gillett, Girard F. & M. Ins. Co.

The effect would be injurious to policyholders, agents and companies, as all would be dealing in a debased and ever changing currency.—President Nichols, National Fire.

The value of silver would soon be reduced to 40 or perhaps 30 cents an ounce, because of increased production and importation.—President Russell, Connecticut General Life.

If the plan of arbitrarily increasing the value of silver can be successfully wrought out, then still greater prosperity can be secured by applying the same principle to copper or iron.—Vice-President Holcombe, Phoenix Mutual Life.

The demand for a silver standard, about 1,000 years ago, was a long step forward. The demand for it now, is a long step backward. To say that the millions of savings bank depositors, who are mostly poor people, may be paid off with dollars worth only 53 cents, would

be an ugly item in our financial history. The bimetallic scheme for reducing the purchasing power of the laborer's wages 50 per cent. will not go unchallenged in the workshops and fields.—President Batterson, Travelers Ins. Co.

A \$10,000 policy now worth \$10,000 in gold, silver or currency, would under free coinage be worth half that amount or less, hence the policyholders would suffer a great financial loss. The money loss and embarrassment to the agents and companies would be similar to that of the policyholders.—President Davis, Kansas Mutual Life.

The effects of free coinage would be very disastrous to holders of life insurance policies; disastrous to agents, because they would lose their income; disastrous to fire companies, because of a great loss of business in consequence of the derangement of monetary affairs, and because of great loss by fire. Distrust and prosperity are antagonistic.—President Walton, Citizens Ins. Co.

Free coinage of silver would put a premium on gold, causing its withdrawal from use as money. The first effect of taking out of circulation nearly five hundred millions of money would be a severe stringency. This would undoubtedly be followed by a panic which would practically wipe out market values. Policyholders would receive about 50 cents on the dollar. The unsettling of values and the interruption to business would be very seriously felt by agents. The companies would find no profit in underwriting.—President DeWolf, Providence-Washington.

The companies would share in the general financial ruin that would follow a rapid change of our money standard. Thousands of policies would be canceled, and fires would likely be more numerous. The silver dollar would have nothing behind it except its intrinsic value as silver. The last men of this country to be benefited by the free coinage of silver are the wage earners and farmers, the first and only men to be benefited by it are the

silver-mine owners. President Bigelow, St. Paul F. & M. Ins. Co.

Claims for death losses and maturing endowments would be payable in silver or its equivalent. The result would be a depreciation of the value of life insurance policies by just so much as the commercial value of silver is less than that of gold.—Secretary English, *Ætna Life*.

The period of adjustment to a new standard would be a time of disaster. A general paralysis of industries would set in and the whole country would go "down hill." Probably twenty years would be needed to complete the adjustment, during all of which period there would be great suffering.—President Seward, *Fidelity & Casualty Co.*

The Agricultural Ins. Co. of New York has notified its mortgaged debtors that they must pay something now, because in the event of the threatened financial storm the company wants to be prepared to meet any extraordinary losses by fire. Later, in the storm, the mortgagers will not be able to raise any money, and the company, unable to borrow money on the mortgages, will be forced to call them in. President Stebbins says: "If the free silver idea shall prevail in this country, such financial panic will ensue as will compel the lenders to demand from the borrowers all the moneys that may be due, and if these moneys shall not be paid there will be nothing left for institutions like ours but to take the mortgaged property for whatever it will bring. This will sacrifice your interests to meet our demands. It will then sacrifice our interests to meet the demands of our creditors, and so on from one interest to another, till, with benefit to no one but with destruction for everything in its track, this senseless cyclone will sweep away all interests and all hope of prosperity in the immediate future."

NOBLY SAID.—The policyholders of this company, in the United States up to date, have paid their premiums in dollars that have been dollars not only in the

United States, but in every other country in the world. It is our judgment that, in the event of this country declaring for free silver coinage at the ratio of 16 to 1, the dollars of the United States that we would pay to policy claimants would not be worth 100 cents the world over. However much I might like to take neutral ground on this question, because of the honest difference from my views that prevails in many of the states of the United States, yet I cannot justly do so in adherence to what I believe to be my duty, as president of this company, to the hundreds of thousands of families now insured with us. I regard the present accumulated funds of this company as a sacred trust, placed with us by these hundreds of thousands of people as a provision against not only premature death but old age as well, and any hardship caused by the depreciation in the value of such provision should not be permitted without protest.—President McCall, *New York Life Ins. Co.*

Ancient Order of United Workmen in California.

THE GRADUATED ASSESSMENT PLAN ADOPTED.

The difficulties which embarrass the Ancient Order of United Workmen, a salary-paying assessment insurance association, have been met, temporarily, by the graded assessment plan. The California grand lodge met last month and adopted the following assessments, to be paid by all members admitted after September 1, 1896, and to be applied to the present members of this jurisdiction on January 1, 1897:

AGES	Half-rate members, \$1.00 per tificate.	Full-rate members, \$2.00 per tificate.
18 to 24	\$0.60	\$1.20
25 to 29	0.65	1.30
30 to 34	0.72	1.44
35 to 39	0.83	1.66
40 to 44	1.01	2.02
45 to 49	1.31	2.62
50 to 54	1.78	3.56
55 and over	1.78	3.56

These rates are to be applied to all members at their attained ages at the

time the rates are put into operation in this jurisdiction, the members to advance from the lower group to the next higher group, the advance to be made on the 1st day of January in each year, on the basis of the attained ages of the members at that date; provided these rates shall not go into operation for the present members until January 1, 1897, whose rates shall remain until said date as follows:

Fifty cents when the amount payable at death is \$1000, and \$1 when the amount payable at death is \$2000, and further provided, that if twelve assessments at the rates herein provided are more than sufficient to pay the entire death claims of the jurisdiction, then only such number of assessments under twelve as may be necessary to pay the death claims for the year shall be levied.

The age limit has been reduced from 21 to 18 years.

By these changes the tottering order hopes to postpone many years the failure which the wiser members know is unavoidable.

The "Situation" in Australia.

California is not the only country afflicted with the rate-cutting lunacy. The following Adelaide note in the *Record* of Melbourne will be read with sympathetic interest by Coast fire underwriters:

It is apparently somewhat doubtful whether the movement towards a general fire tariff will be consummated yet awhile, and it is certain that from some quarters little sympathy, if not actual opposition, has to be expected. The committee to whom the matter was intrusted seem, however, determined to do what they can to help the reform on, feeling confident of the support of the great majority of the offices. Meanwhile, rates continue on the down grade and commissions on the upward, and the flaccidity of fire managers is being wonderfully developed by a simple public. Each renewal of a policy is subject to a reduction of premium, and the interesting process is frequently varied by the introduction of a "friend" in the guise of an "agent," who claims

commissions for the trouble of carrying a cheque across the street. The go-between is becoming very independent, too, and does not hesitate to ask the counter clerk to fill up proposal forms, and thus seeks to shirk both trouble and responsibility.

The Washington Life's New Policy.

The "definite cash value policy" of the Washington Life Insurance Company is incontestable after one year, gives one month's grace in payment of premium, is non-forfeitable after three annual premiums, and guarantees values in cash or paid-up insurance. After twenty years the cash value will be the full reserve. In 1916 a cash dividend will be apportioned, payable to the insured, who shall have the privilege of continuing or surrendering the policy under one of six options. Loans will be made up to 90 per cent. of the guaranteed cash value. The Pacific department of this company is now in charge of J. B. Day, who is prepared to make desirable contracts with agents.

Rebating Raises the Cost of Insurance to the Insured.

BY ACTUARY BARKER AT THE ANNUAL MEETING OF THE PENN MUTUAL AGENCY ASSOCIATION.

The effect of rebating upon the cost of insurance scarcely needs any mathematical demonstration. It is, indeed, almost axiomatic that it must increase the cost thereof, but I will endeavor to show what that effect is, and how seriously it is reflected in the cost of insurance to the members of a company permitting the practice. It is certain that the company can have but two principal sources of revenue: First, from premiums, and second, from interest on its invested funds. The premiums provide for three elements: First, a contribution to build up the reserve required to sustain the policy; second, a contribution to help pay death losses, and third, a contribution to pay the expenses of securing and maintaining in force the insurance.

Remembering these facts, let us assume that a company does \$25,000,000 of new business in a year, with annual premiums thereon amounting to \$961,500. Of this amount of premiums \$450,250 will be required at the end of the year to provide the necessary reserve, and \$299,720 to pay the death losses during the year, according to the mortality table. This leaves only \$240,375 margin or loading, which can be used to cover the *whole expense* of securing and maintaining that business for the year. If we exceed this margin or loading it is evident that we are intrenching upon the fund required to keep good the reserve and mortality accounts of this business, and to the extent of such intrenchment must a deficiency arise to weaken the company and impose additional burdens upon the other policyholders of the company.

Now suppose the agents are permitted to charge ninety per cent. upon first year's premiums to cover commissions, allowances, and rebates, what is the result? The company instead of receiving \$961,500 of premiums, and paying \$240,375 for the business—which is all it can afford to pay and come out whole—receives only a net amount \$96,150. Now examine and see how far behind at the end of the year we are upon this basis:

Total premiums required by these policy contracts	\$61,500
Deduct commissions and rebates	865,350
Net amount received by company	\$ 96,150
Add interest thereon to end of year	5,510
Total amount on hand at end of year	\$ 97,996
Reserve required at end of 1st year \$450,250	
Cost of mortality on this business for the year by the tables	299,720
Total	\$749,470
Deficiency at the end of the year	\$649,474

Of course a lower percentage or charge for commissions, allowances and rebate than that assumed above will leave a smaller deficiency: but under any circumstances, if the expense exceed the margins of loading on the premiums available for the purpose a deficiency must follow, to be made up by the other members of the company, and such business cannot be-

come self-supporting for a number of years, greater or less, according as the deficiency is larger or smaller. The inevitable result, therefore, must be an increase in the cost of insurance to the insured. Various methods have been used by some of the companies to endeavor to overcome the results of the deficiency when commissions and allowances are in excess of the margin loading. One of these is what may be termed the term and life, or term and endowment policy, under which the insurance is really only term insurance for the first year, the regular insurance to begin and to require the putting up of a reserve only for the second and subsequent years. By this device the above deficiency of reserve, namely \$450,250, would be eliminated, as no reserve is required at the end of the year on one year term policies, and whatever gain may have been derived from vitality during that first year will also partially offset the remaining deficiency of \$199,223. But even with all this maneuvering the company will be compelled to draw on the other policyholders, if not, indeed, upon the future, to enable it to place and carry such business upon its books.

Great loss too frequently results from the failure of such business to renew, as the insured having secured such cheap insurance once will naturally endeavor to repeat the arrangement, with some other company, if not with the first. Thus an expensive, false and vicious system is developed, and one contrary to business principles and good morals, injurious alike to the company and to the persistent policyholders who are saddled with the extra expense involved. In addition to this it gives to the public a false idea of the business itself, and causes distrust in their minds as to its honesty of management, and as to what they call "the profits" thereof.

EQUIVALENT TO PAYMENT IN BULLION.—An agent of the Mutual Life in Georgia makes a novel announcement as follows: If the gold candidate is elected,

premium payable 100 cents on the dollar; if the silver candidate is elected, premium payable in gold at 50 cents on the dollar. Now the question is, Is this offer a promise of a rebate? Can it be a rebate if the 50 cents is accepted, since the half dollar gold value is equivalent to the 100 cents in "free" silver to be accepted in the following year? But this agent goes much farther. He says that if the sound money candidate fails to carry Alabama, Florida, West Virginia, Delaware, Maryland, Kentucky and Louisiana, 50 cents on the dollar will be accepted on the first year's premium. If he carries them all, 100 cents on the dollar to be paid. This is a wager where the agent will not lose, in any event. He takes care to say that his company is not a party to the proposition.

Too Fresh.

Two young men who recently began life insurance soliciting have learned a lesson in discretion—in silence, addition, and division, as it were. One of these bright young men, elated with his success, stepped into the medical examiner's room at the appointed hour, and gayly asked, "Well, doctor, where is our fish?"

Out stepped the applicant from behind a screen, much to the surprise and mortification of the young solicitor. Before the latter could possibly square himself with some facetiously apologetic remark, the resentful gentleman from behind the screen very tartly said,

"Young man, I may be a fish, but I am no sucker. I have changed my mind about that life insurance. Good day, doctor."

The other young solicitor secured a good risk, who passed a medical examination. Taking the policy and the premium bill he hied him to the dignified merchant whom he had converted to a correct view of life insurance and the form of policy yielding the largest commission.

Another dignified gentleman was in the outer office. "Is Mr. So-and-so in?" "Yes." "Well, here is his policy and

here is his premium receipt. Now, with a cheerful smile, is there any 'dough' in the safe?"

With a look of amazement and disgust the dignified gentleman silently walked into the inner office and told the other dignified gentleman that there was a young man outside who would like to know if there was any "dough in the safe" to pay for a life insurance policy. After a few words, the "insured" came out and positively declined to accept any policy in any company which employed "a sport" to represent it.

These young solicitors meant no harm, and were trustworthy, but they lacked tact. They were too fresh, in both manner and speech. Now they know better. Dignity may be a mysterious carriage of the body to conceal the natural defects of the mind, as some French wit has said; but dignity is accepted by the world as an evidence of self-respect, and so dignity pays.

Advice to Life Policyholders.

At the present time California seems to be over-run by advocates of so-called "cheap" insurance and by alleged "insurance experts." The latter seem to find San Francisco a very profitable field. Old Barnum was probably right when he said that "the public likes to be fooled." We can account for the presence of these life "insurance experts" on no other ground.

One would think that an insurance expert is an actuary, but such is not the case. The "insurance experts" operating around San Francisco are usually men who have been unsuccessful in soliciting life insurance for some particular company. They know just enough about life insurance to create suspicion in the mind of a policyholder as to the character of his contract. They make it a business to go about town seeking the names of people who hold contracts in regular old-line companies. Having ascertained the name of a policyholder they approach him with a proposition to "expert" his policy for a fee of \$5.

What utter absurdity it is for a man to

pay an "expert" \$5 to explain his policy, when he can go into the office of his company and get all the information he may desire without any expense whatever!

The one purpose of the "insurance expert" is to dissatisfy a man with the contract he holds so that he will give it up and take a policy in some other company. Of course, the expert gets a commission on the new policy. No change of this kind can be made by a policyholder without a loss. It is time that the public should know that every reputable company is always ready to make any change a policyholder may desire, and that the services of "insurance experts" are unnecessary as well as expensive.

Agents of such associations as the Bankers Alliance of Los Angeles and the Fidelity Mutual of Philadelphia are doing as much harm to policyholders as the insurance experts. They find out the names of people who carry insurance in old-line companies, and then tempt them to drop such insurance for the cheaper article. These advocates of cheap insurance do not hesitate to malign the old-line companies as much as possible. They tell all sorts of outrageous falsehoods to weaken a man's confidence.

The COAST REVIEW's advice to all policyholders is this: Pay no attention to "insurance experts" or advocates of "cheap" insurance. *If you want any information about your policy go to your own company.* If you desire any change in the policy form, your company will make it. Don't allow yourself to be swindled by insurance experts, or advocates of so-called cheap insurance. Once a man takes a policy in a good, reliable old-line company and pays a premium, he cannot make a change to any other company without a loss.

The COAST REVIEW regrets that we have in San Francisco some representatives of good old-line companies who spend most of their time in efforts to "twist" policies from good regular companies to the ones they happen to represent. This class of "twisters" is more

dangerous than even the representatives of the "cheap" insurance concerns.

The most notable of the class referred to are Houseworth & Hart, a firm of solicitors who spend their time traducing good companies and twisting policies from one good company to another equally good, but to the detriment of the policyholder in all cases.

Life Insurance For Women.

In order, if possible, to present the latest official data concerning the business of life insurance as regards women, I addressed a letter of inquiry to each of the 29 companies transacting business in the commonwealth of Massachusetts. Of these companies all but three, the Provident Savings, Mutual Benefit and Northwestern Mutual, accept female risks, the two latter companies stating that while in their early history they had insured women, the practice had been discontinued many years since, the principal reason for which action on the part of the Northwestern was the difficulty, at that time very much greater than now, of securing satisfactory medical examinations. Of the 26 companies writing female risks all save three have insured women from the date of their organization, although none of these companies have really solicited such risks in the same sense that they have solicited male risks.

STATISTICS OF LITTLE VALUE.

From the replies received it was evident that very few of the companies had kept the records of the two sexes separate, and thus were not able to furnish as definite information touching the business of this character as I had anticipated. Another difficulty arose from the fact that whatever average a company might have arrived at as to the comparative longevity of men and women, it was of very little value, since while men have insured their lives in large numbers, and for large amounts these many years, very few women, comparatively speaking, have

taken this bond of faith, or if taken, it has not been in large enough amounts or covering a long enough period to allow a fair comparison of the average duration of life of the two classes. The only reliable tables covering this point are those published by the Connecticut Mutual in 1883, tabulated by the actuary of that company, Mr. D. H. Wells, and those issued by the New England Mutual, some ten years later, the compilation of which was the work of Actuary Walter C. Wright. The ratio of actual to probable deaths of the female risks of the former company was .945, while that of the latter company was only .787 the more favorable showing of the New England being attributed by Actuary Wright to the fact of that company's issuing so large a number of endowment policies.

FEMALE LONGEVITY.

Regarding this matter of longevity of the female race, a manager of one of the most prominent companies said, "It is quite possible that *general* statistics indicate a greater longevity for women than for men, but I believe *insurance* statistics point the other way. That is at least true of our company. If the various *occupations* of men were considered it would be found that the record of longevity varies; but they are all taken at one rate unless the occupation is extra hazardous. Few occupations are so considered. By a similar line of reasoning women, although not so long lived, are not classed extra hazardous. I think it not unlikely that if women were insured more generally, the difference in longevity would disappear wholly or in part. That their longevity, as shown by insurance statistics, is not now so favorable as for men, is perhaps due to accidental disturbing causes."

A president of one of the companies said, "I incline to the opinion that where the insurance interest is clear, and good examinations can be obtained, the risk upon women is no greater than upon men."

INSURANCE ON LIVES OF WOMEN.

According to the best information obtainable the American life insurance companies have to-day about \$50,000,000 of insurance on the lives of women. Allowing \$2,000 per policy it follows that about 25,000 of the women in these United States have made provisions for their own future need or that of others. When it is remembered that there are in this country about 4,000,000 women of insurable age, it will readily be seen that the solicitors who shall undertake to place before them the benefits of life insurance will find a plenteous harvest ready to be gathered. In this connection I would suggest that while the proper study of mankind is man, the proper solicitors of life insurance among women, are women, and to-day we find many of our sex adopting this business and working most acceptably side by side with the male solicitors. The largest amount of life insurance carried by any woman in any one company is \$100,000, while the smallest amount of insurance carried by any one woman is about \$200. Twenty-one women carry insurance to the amount of \$100,000, several are carrying \$75,000, and some fifty are insured for \$50,000 each. One woman carries \$300,000, one \$150,000, and another \$135,000, while four carry insurance to the amount of \$125,000 each. While these amounts may seem enormous, they sink into insignificance when compared with the insurance carried by men, as for instance, Mr. John Wanamaker of Philadelphia, who, if he should die to-morrow would leave insurance to the amount of nearly \$2,000,000.—Emily A. Ransom.

"The principles of business which the advocates of the rebuilding clause in fire insurance policies seek to foster and maintain are in the main as follows:

"First—Maintain the taxable values of the state by the rebuilding and replacing process.

"Second—Sustaining labor and the markets for material by restoring damaged property.

"Third—Removing, in a large measure, the incentive to speculations on the fire insurance treasury, thereby reducing the fire waste and securing a corresponding reduction in fire insurance premium rates."

Foreign Fire Office Figures.

	Gross Fire Assets.	Net Surplus.	Fire Prem's.
Aachen & Munich . . .	\$ 1,798,217	\$ 1,782,268	\$ 2,003,075
Atlas	3,123,205	1,021,349	1,813,532
Alliance	4,287,395	1,253,145	2,599,430
Baloise	1,008,735	287,538	597,519
Caledonian	3,123,681	862,490	1,971,411
Commercial Union . . .	11,653,615	4,771,927	6,717,426
Helvetia Swiss	1,944,091	796,782	710,981
London & Lanca.	5,643,505	2,006,340	4,235,470
Liv. & Lon. & Glo. . . .	23,713,977	15,287,674	8,015,492
London	9,250,615	4,943,710	3,416,235
Lion	1,131,215	75,078	895,325
Magdeburg	5,088,679	1,765,528	3,599,322
Manchester	1,079,877	1,065,232	3,450,030
New Zealand	2,554,293	755,736	1,339,584
North British	17,717,276	10,078,671	7,388,634
Northern	8,742,222	4,976,446	3,663,452
North German	1,382,960	240,971	560,753
Norwich Union	6,283,585	2,694,950	4,640,996
Phoenix	8,035,660	3,614,790	5,603,945
Royal	230,668,790	13,718,734	10,236,000
Royal Exchange	10,571,655	5,871,113	1,781,811
Svea	1,983,628	700,672	1,169,325
Sun Ins. Office	10,339,970	7,107,485	4,896,970
Scottish Union	4,512,775	1,312,250	2,644,520
Transatlantic	1,688,479	362,077	652,249
Union	5,352,830	2,294,879	2,129,740

Those transacting both a life and fire business present the following figures:

	Gross Assets.	Life Liabilities.
Atlas	10,605,782	7,482,575
Alliance	20,537,235	12,956,155
Caledonian	9,890,523	6,766,842
Commercial Union	20,653,543	8,999,928
Liv. & Lon. & Globe	\$53,047,816	\$29,334,740
Lancashire	8,050,545	5,438,660
London Assurance	19,402,625	10,152,010
Northern Assurance	24,016,017	15,273,795
Royal	49,782,916	25,816,046
Royal Exchange	22,208,154	11,636,498
Svea	5,802,456	3,818,829
Scottish Union	22,366,690	17,853,915
Union Assurance	14,641,236	9,288,406

Extracts from Company Papers.

Two or three times lately we have been surprised by agents replying to our refusal to carry offered risks, that they hardly expected we would accept, were glad we declined, or given other evidence of their unfavorable opinion of the risks. We hope no agent will offer a risk which does not have the approval of his judgment, unless it is submitted *with his objections* for consideration.—*Now and Then.*

Endorsements made upon policies which contain a long itemized schedule of many separate and distinct risks, are likely to prove troublesome and vitiate certain items or cancel the insurance on others, unless carefully worded.—*O. W.*

Make supply orders plain, and don't put the order in the middle of a letter. Paper in these days of wood pulp is cheap, and don't be afraid to use an extra sheet for a supply order.—*Fireman's Fund Record.*

—*Common Sense*, the organ of the Provident Savings Life, has in its last issue the following good advice to agents, under the suggestive head of "Nil Desperandum": "A word to agents. Hard times and the slaying of the genius of enterprise by a threatening outlook combine to embarrass your success. Nevertheless, pertinaciously alert men seldom complain that times are bad. They are aware of it, of course, as well aware as he who whines and in the fact finds ready to hand an excuse for non-accomplishment, but they simply brace themselves to meet the occasion and to conquer it, for with such men ultimate victory is a foregone conclusion. The alert agent argues to himself that after all there is a very great likelihood that, when election is over, we shall have brisk and prosperous times, and therefore, in the meantime, he purposes to attend to business more strictly than ever, sowing the good seed which, if not immediately productive, will surely bring him a plenteous harvest in the not distant future."

—The Knights and Ladies of Industry, a St. Louis society, has failed. Next,

Pacific Coast Fire Insurance Losses in 1896: by States.

MONTHS.	WASHINGTON.										UTAH.	ARIZONA.	COLORADO.	TOTAL 1896.	TOTAL 1895.
	SAN FRANCISCO.	CALIFORNIA.	EXCEPT SAN FRANCISCO.	CALIFORNIA.	TOTAL.	OREGON.	WASHINGTON.	IDAHO.	MONTANA.	NEVADA.					
January	% 14,562	% 99,649	% 11,116	% 28,908	% 10,881	% 36,24	% 3,588	% 4,762	% 1,888	% 16,46	% 219,220	% 255,720			
February	% 53,999	% 153,316	% 12,814	% 48,662	% 1,414	% 6,253	% 368	% 11,814	% 3,080	% 15,229	% 250,493	% 295,676			
March	% 49,613	% 115,035	% 11,246	% 31,664	% 9,252	% 11	% 11	% 4,335	% 1,000	% 9,541	% 339,554	% 267,927			
April	% 15,250	% 143,394	% 14,819	% 39,554	% 6,651	% 452	% 452	% 7,100	% 5,622	% 124,010	% 353,036	% 479,235			
May	% 143,009	% 100,971	% 252,980	% 8,638	% 15,724	% 3,790	% 5,101	% 643	% 3,877	% 9,286	% 399,021	% 219,059			
June	% 12,960	% 193,449	% 206,499	% 102,281	% 39,751	% 4,249	% 8,170	% 6,171	% 1,215	% 8,031	% 379,851	% 616,805			
First Six months '96	% 289,393	% 749,273	% 1,035,646	% 186,203	% 112,704	% 71,675	% 5,002	% 30,366	% 16,602	% 183,403	% 1,800,088	% 2,154,422			
.. .. '95	% 502,088	% 812,334	% 1,315,022	% 211,288	% 293,660	% 22,280	% 71,025	% 29,907	% 79,339	% 5,534	% 60,391	% 521,159			
July												% 511,899			
August												% 380,026			
September												% 329,275			
October												% 298,652			
November												% 148,260			
December												% 2,490,191			
Last Six months '96	% 446,778	% 1,116,762	% 1,503,519	% 139,027	% 496,520	% 39,005	% 112,116	% 29,802	% 64,750	% 15,388	% 113,793	% 1,998,878			
.. .. '95	% 940,460	% 1,029,006	% 2,878,502	% 351,215	% 703,180	% 53,285	% 183,441	% 198,007	% 514,008	% 29,002	% 174,184	% 1,998,878			
Total, 1896															
Total, 1895															

% Through San Francisco agencies. *Totals include small losses in outside territory, as New Mexico, British Columbia, etc.

August Fires.

Washington.

14. Seattle, fr dwg:	
North British	\$1,400
Norwich Union	1,000
13. Seattle, dwg:	
Hamburg-Bremen	\$857
12. Seattle, fr dwg:	
London & Lancashire	\$1,714
12. Spokane, store bldg:	
Alliance	\$700
22. Spokane, ice house bldg:	
Atlas	\$800
Seattle, dwg:	
Fireman's Fund	\$500
12. Seattle, dwg and contents:	
Liverpool & London & Globe	\$3,000
18. Seattle, bath house:	
Liverpool & London & Globe	\$1,000
31. (July) Sedro, lodge furniture:	
Hartford	\$500
30. Snohomish co., saw mill and machinery:	
Phoenix, London	\$1,000
Providence-Wash.	1,000
Etna	2,000
25. (July) Seattle, fr bldg and contents:	
London	\$830
King co., school house:	
Etna	\$800
9. King co., fr dwg:	
British America	\$2,000
19. Ranier, dwg:	
Western	\$500
10. Davenport, dwg:	
National, Hartford	\$826
11. Ellensburg, saw mill:	
Royal	\$500
Home Mutual	500
12. Amador co., dwg:	
Royal	\$600
10. Near Alderton, dwg:	
Atlas	\$500
Whitman co., fr dwg:	
Phoenix, Hartford	\$500
18. Everett, saw mill:	
Norwich Union	\$1,000
1. Clallam, saw mill:	
Norwich Union	\$ 800
Milwaukee Mechanics	808
American, Pa.	1,500
Losses under \$500	\$8,531
Total Washington	\$33,432

Oregon.

6. Portland, fr dwg and contents:	
American, Pa.	\$ 975
Phoenix, Hartford	1,572
19. Clackamas, fr dwg and contents:	
Manchester	\$650
19. McMinnville, fr dwg:	
Caledonian	\$2,300
14. Portland, fr bldg and contents:	
North British	\$900
8. (June) Portland, electric light plant:	
North British	\$1,397
Greenwich	931
26. (June) Portland, mdse:	
North German	\$1,000
11. Portland, hhld furni:	
Springfield	\$528
Pendleton, dwg:	
Commercial Union	\$500
10. Eugene city, fr dwg:	
Connecticut	\$2,000
29. Victor, mdse and bldg:	
Union, London	\$1,400
23. (July) La Grande, br bldg:	
North British	\$1,450
16. Salem, fr dwg:	
London & Lancashire	\$587
26. Forest Grove, fr dwg:	
Northern	\$1,000
15. Medford, box factory:	
Royal	\$800
Norwich Union	975
30. Lake View, dwg and contents:	
Hartford	\$2,700
30. Bertha, dwg:	
Fireman's Fund	\$750
24. Harvey co., fr dwg and contents:	
Phoenix, Hartford	\$1,825
12. Sheridan, fr dwg and contents:	
Home Mutual	\$1,110
10. Eugene, contents of dwg:	
Norwich Union	\$2,500
29. Dufur, fr bldg and mdse:	
Home Mutual	\$1,000
German-American	3,000
Losses under \$500	\$8,531
Total Oregon	\$40,381

Idaho.

4. Moscow, fr warehouse and contents:	
Fireman's Fund	\$1,000
London & Lancashire	1,090
Losses under \$500	\$821
Total Idaho	\$4,189

Montana.

4 . Deer Lodge co., fr barn:	
American	\$1,100
10 . Near Miles City, dwg:	
Atlas	\$1,000
21 . Florence, fr dwg and contents:	
Home, N. Y.	\$700
Butte, livery barn:	
Orient	\$500
Royal	500
15 . Butte, br bldg and printing outfit:	
Ins. Co. North America	\$ 509
North British	1,000
19 . Callispel, bldg:	
Palatine	\$500
26 . Missoula city, dwg:	
Hartford	\$500
11 . Miles City, mdse and flour in warehouse:	
Phoenix, Hartford	\$2,400
11 . Rosebud, gen'l mdse, store and dwg:	
St. Paul	\$1,500
Aachen & Munich	800
Springfield	1,200
Losses under \$500	\$2,729
Total Montana	\$15,138

*

Utah.

Mammoth Falls, fr store bldg:	
Phoenix, Hartford	\$1,200
28 . American Fork, dwg and barn:	
Hartford	\$800
28 . Ogden, fr dwg:	
Phoenix, Hartford	\$1,000
30 . (July) Bingham, mining plant:	
Commercial Union	\$3,809
Losses under \$500	\$ 516
Total Utah	\$ 7,325

*

Colorado.

25 . Delta, drugs:	
North British	\$1,500
9 . Greeley, fr barn:	
North British	\$500
15 . Jefferson Park, barn:	
Alliance	\$1,000
Aspen, br store building:	
Manchester	\$996
27 . Aspen, mdse:	
Palatine	\$2,000
Losses under \$500	\$3,404
Total Colorado	\$ 9,400

New Mexico.

16 . Eddy, dwg and furni:	
Palatine	\$700
Aztec, dwg:	
Fireman's Fund	\$500
Losses under \$500	\$ 6
Total New Mexico	\$1,206

Arizona.

15 . Prescott, dwg:	
National, Hartford	\$750
Losses under \$500	\$ 310
Total Arizona	\$ 1,060

British Columbia.

Vancouver, dwg:	
Etna	\$600
Losses under \$500	\$ 854
Total British Columbia	\$1,454

Wyoming.

Losses under \$500	\$ 24
------------------------------	-------

Nevada.

Losses under \$500	\$133
Total outside territory	\$113,742

California.

31 . (July) Anderson, fr hotel:	
Scottish Union	\$1,250
20 . Eureka, shingle mill:	
Lion	\$1,000
15 . Chico, stock of furni:	
Sun, London	\$600
27 . Chico, saloon bldg:	
Commercial Union	\$500
14 . Chico, fr hotel:	
Commercial Union	\$3,500
3 . Chico, dwg and contents:	
Phoenix, Hartford	\$ 752
Home, N. Y.	1,140
17 . Butte co., dwg:	
Queen	\$600
31 . (July) Bitter Water, farm and hay:	
National, Hartford	\$525
4 . El Dorado co., general mdse:	
Springfield	\$462
National	462
Berkeley, dwg:	
Fireman's Fund	\$1,550
18 . Berkeley, furni and wearing apparel:	
Fireman's Fund	\$1,200

19. Alameda co., dwg and contents: Fireman's Fund \$1,131	1. Grisley Flat, fr bldg: Milwaukee Mechanics \$800
26. Colfax, railroad bridge: Commercial Union \$2,250	1. Grass Valley, fr bldg: Milwaukee Mechanics \$500
19. Colusa, fr dwg etc.: Commercial Union \$700	25. Grass Valley, fr bldgs and contents: Home Mutual \$1,331
5. Dunsmuir, dwg: Fireman's Fund \$1,000	13. (June) Merced, bldg: Palatine \$1,000
4. Barstow, fr dwg and furni: Phoenix, Hartford \$625	28. Hanford, fr dwg and contents: American, Pa. \$600 Phoenix, Hartford 450
. . Forrest Hill, fr dwg: Phoenix, Hartford \$1,200	25. Grass Valley, fr bldgs: Phoenix, Hartford \$1,527
17. Berkeley, dwg: Hartford \$787	30. (July) Grass Valley, bldgs and contents: Commercial Union \$ 675 North British 1,133 Palatine 750 Scottish Union 694
17. Alameda, fr lodging house: Hartford \$1,550	24. Near Gilroy, dwg: Alliance \$2,500
12. Amador co., dwg: Royal \$600	6. Los Angeles, fr dwg: Home, N. Y. \$750
29. College city, dwg and contents: Ins. Co. North America \$1,370	23. Los Angeles, fr dwg and contents: Lion \$2,500 Sun, London 2,500 Imperial 2,500 London & Lancashire 5,000
2. Butte co., fruit boxes and trays: Atlas \$1,000	. . Los Angeles, fr dwg: Phoenix, Hartford \$500
6. Berkeley, fr dwg: London & Lancashire \$1,800	1. Los Angeles, fr bldgs and contents: Home, N. Y. \$1,354
1. Chico, bldg: North German \$750	12. (July) Los Olivos, round house and loco- motive: Hartford \$1,200
15. Chico, fr bldgs: London \$1,500 Home Mutual 1,000	23. Los Angeles, lodging house: Ins. Co. North America \$879 Phoenix, Hartford 879
14. Auburn, fr dwg: Phoenix, Brooklyn \$500	31. Los Angeles co., fr barn and contents: German-American \$1,000
15. Bay of San Francisco, boat: North German \$2,500	2. Los Angeles, br warehouse: British America \$2,000
1. Fresno co. fr barn and contents: Manchester \$573	14. (July) East Oakland, fr dwg: Fire Association \$563
23. Burbank, fr dwg and contents: Caledonian \$2,486	4. Modesto, fr dwg: Hanover \$600
21. Fresno, barn: Fireman's Fund \$581	20. Nevada co., chlorination works: London & Lancashire \$2,935
5. Fresno co., fr dwg and contents: Home, N. Y. \$169	11. Paso Robles, flour mill: Hartford \$1,500 London & Lancashire 2,000 German-American 2,000 Phoenix, Hartford 1,000 Lancashire 1,500
3. Fresno, fr church: Liverpool & London & Globe \$4,000	
19. Fresno, carpenter shop: Liverpool & London & Globe \$1,000	
11. Bakersfield, dwg: Liverpool & London & Globe \$300	
26. Kings co., dwg contents: Liverpool & London & Globe \$1,200	
20. Humboldt co., bldg and contents: Fireman's Fund \$1,600	

Queen	2,000	23. Santa Clara co., bldgs and contents:	
Royal	2,500	Transatlantic	\$1,700
Svea	1,800	26. San Bernardino, dwg contents:	
American, Pa.	1,500	Norwich Union	\$950
Phoenix, Brooklyn	2,000	5. Salinas, fr barns and contents:	
Pennsylvania	1,500	Home Mutual	\$1,000
Total	\$10,000	12. San Rafael, store bldg:	
27. (July) Red Bluff, dwg furni:		Alliance	\$600
London Assurance	\$500	10. San Luis Obispo, fr barn:	
23. Red Bluff, fr dwg and contents:		Sun, London	\$1,057
London	\$1,100	18. Santa Cruz, fr dwg and contents:	
22. Madera co., dwg:		Sun, London	\$2,367
Royal	\$1,000	14. San Pedro, fr dwg:	
1. Madera, dwg and contents:		Phoenix, Brooklyn	\$1,500
Liverpool & London & Globe	\$789	17. San Pedro, hldd furni:	
25. Placer co., fr bridge and trestles:		Imperial	\$800
Manchester	\$1,500	23. Sanger, dwg and contents:	
American, N. J.	1,000	Ins. Co. North America	\$756
Palatine	2,000	21. Santa Barbara co., fr dwg:	
25. Rocklin, school house:		Phoenix, Brooklyn	\$1,500
Royal	\$3,500	25. Sutter co., dwg:	
31. (July) Redding, fr hotel:		Liverpool & London & Globe	\$800
North British	\$1,250	8. Santa Cruz, dwg and contents:	
25. Nevada co., railroad bridge:		Etna	\$2,030
Hartford	\$6,500	28. San Luis Obispo co., grain in field:	
4. Plumas co., quartz mill:		Liverpool & London & Globe	\$570
London & Lancashire	\$1,227	14. Sacramento, dwg:	
3. Sausalito, fr dwg:		Liverpool & London & Globe	\$700
London & Lancashire	\$1,500	5. Sacramento, stable and contents:	
21. San Jose, dried fruit:		Ins. Co. North America	\$1,351
London & Lancashire	\$750	23. Sacramento, fr barn and contents:	
Lancashire	750	Home Mutual	\$712
27. Santa Clara co., fr dwg and contents:		Royal Exchange	652
London & Lancashire	\$700	23. Sacramento, fr lumber and warehouse:	
9. San Jose, fr dwg:		Transatlantic	\$3,000
Phoenix, Brooklyn	\$600	National, Hartford	1,000
5. San Jose, hay warehouse:		Aachen & Munich	1,000
Fire Association	\$675	. . Sacramento co., fr dwg:	
Alliance	600	Westchester	\$500
5. San Jose, stable & dwg:		. . Sacramento, stable and sheds:	
Phoenix, London	\$ 700	Fireman's Fund	\$741
Sun, London	1,000	7. Ventura, fr dwg and barn:	
16. San Jose, fr dwgs:		Sun, London	\$1,310
Alliance	\$1,100	25. Yolo co., fruit packing house:	
Orient	1,500	Alliance	\$1,500
33. San Jose, fr dwg:		. . Tulare co., fr farm bldgs:	
Aachen & Munich	\$1,000	Manchester	\$2,000
28. San Luis Obispo co., thrasher:		9. Tahama co., fr dwg:	
Etna	\$650	Caledonian	\$2,000
20. San Bernardino, dwg:		5. Washington, fr dwgs and contents:	
Magdeburg	\$443	Commercial Union	\$1,800
18. Sutter Creek, boots and shoes:		8. Vallejo, fr dwg and contents:	
Connecticut	\$500	Commercial Union	\$1,025

23. Yosemite Valley, fr hotel and furni:

Scottish Union	\$1,000
Phoenix, Hartford	4,500
Commercial Union	5,000
Atlas	2,000
Lancashire	2,5000
Losses under \$500	\$35,055
Total California, S. F. Ex.	\$219,038

San Francisco.

4. (July) Frame dwelling:	
Hanover	\$508
20 (July) Brick dry goods store:	
Prussian National	\$1,438
21. Dwelling:	
Queen	\$1,240
5. Stock of furniture:	
American Central	\$1,060
St. Paul	1,060
Etna	1,101
5. Dwelling:	
Royal	\$350
11. (July) Stock furniture:	
Hartford	\$1,000
15. Dwellings and furniture:	
Hamburg-Bremen	\$2,300
Alliance	500
Lancashire	535
Losses under \$500	\$ 8,913
Total San Francisco	\$20,095
Total California	\$239,134
Total Pacific Coast	\$356,357

Losses by Companies.

Aachen & Munich	\$ 3,983
Etna	9,672
Alliance	9,525
American, N. J.	1,774
American, N. Y.	
American, Pa.	5,820
American Central	1,746
Atlas	7,102
Baloise	175
British America	4,100
Caledonian	7,363
Commercial Union	20,757
Connecticut	4,473
Fireman's Fund	13,313
Fire Association	1,458
Franklin	
German-American	6,485
Greenwich	931
Hamburg-Bremen	3,533

Hanover	1,343
Hartford	20,786
Helvetia	702
Home, N. Y.	5,312
Home Mutual	7,489
Imperial	6,246
Insurance Company of North America	5,435
Lancashire	3,750
Lion	4,334
Liverpool & London & Globe	17,416
London & Lancashire	21,556
London	5,255
Magdeburg	496
Manchester	6,411
Milwaukee Mechanics	2,694
National, Hartford	4,827
New Zealand	801
New York Underwriters	449
Northern	2,250
North German	5,311
North British & Mercantile	11,230
Norwich Union	8,685
Northwestern National	
Orient	2,458
Palatine	9,967
Pennsylvania	2,652
Phenix, Brooklyn	6,100
Phoenix, London	3,576
Phoenix, Hartford	20,762
Providence-Washington	1,617
Prussian National	1,871
Queen	4,723
Royal Exchange	2,928
Royal	11,691
Scottish Union & National	3,885
Springfield	2,555
St. Paul	2,961
Sun, London	9,878
Svea	2,936
Transatlantic	6,114
Union, Phila.	
Union, London	2,436
Westchester	1,209
Western	1,355
Total	\$356,357

The government of New Zealand has introduced a bill to provide for the establishment of an old age pension scheme. Every one aged sixty-five and upwards who has lived in the colony more than twenty years will be entitled to a pension of 10s. a week. The pensions are to be paid in weekly installments and to be inalienable. The fund for providing the pensions will probably be raised by an income tax.

The Coast Review's Twenty-Fifth Anniversary.

SEPTEMBER 15, 1871, THE FIRST NUMBER APPEARED—REGULARLY ISSUED FOR TWENTY-FIVE YEARS—SUMMARY OF PRINCIPAL EVENTS—LIST OF COMPANIES ENTERING CALIFORNIA.

A quarter of a century ago to-day Vol. I. No. 1 of the COAST REVIEW issued from the press and was circulated in San Francisco. It was a six-column quarto, printed from large type. The subscription price was \$1.00 per year by mail, and \$1.25 by carrier. The publication office was 418 Kearny street. The present publisher, J. G. Edwards, was in charge.

The second number was enlarged to eight pages. March 15, 1872, the beginning of the second volume, the shape was changed to a three-column book form, and a mining department was added. The publication office was then 535 California street.

The present two-column form was adopted in April, 1874, and has been adhered to ever since. There were then four departments: insurance, mining, literary and financial. The publication office was at 113 Leidesdorff street. In April, 1876, the book appeared as a purely insurance monthly, with publication office at 320 California street. Afterward, the editorial machine was removed to 320 Sansome street, thence to 106 Leidesdorff street, thence to its present quarters in the Pacific Mutual building.

In size, typography, tabular matter, etc., the COAST REVIEW has kept pace with the progress of the insurance business on the Pacific Coast. The records of its columns in these twenty-five years are invaluable.

THE FIRST ADVERTISERS.

The advertisements make a very interesting department. We find the following named companies and agents in the four issues of 1871: People's Ins. Co., San Francisco; C. F. MacDermot, president; H. G. Horner, secretary. Hamburg-Bremen, Morris Speyer & Co. Pacific Insurance Co. of San Francisco; A. J. Ralston,

vice-president. California Mutual Life Ins. Co.; S. F. Butterworth, president; T. H. Holt, vice-president; Jno. Crockett, sec.; W. R. Wheaton, general agent; Thos. A. Ball, superintendent of agencies. Hartford Fire. Heywood & Flint. Northern, W. L. Booker. Scottish Commercial Fire and Merchants Marine, Macfarlane, Blair & Co. Home Mutual; John M. Redington, president; Geo. H. Howard, vice-president; Chas. R. Story, secretary; N. B. Eddy, marine sec.; H. H. Bigelow, general manager. Ætna, Geo. C. Boardman. California Ins. Co.; C. T. Hopkins, president; Z. Crowell, sec. Widow & Orphan Fund, Clark & Fox. Pacific Mutual Life Ins. Co., Leland Stanford, president; H. F. Hastings, vice-president; Jos. Crackbon, sec.; Schrieber & Howell, general agents. Phoenix and Home, R. H. Magill. Fletcher & Greenhood. Union Mutual Life, H. H. Johnston & Co. Underwriters' Agency, W. J. Stoddart. Firemans Fund, San Francisco, D. J. Staples, president; G. T. Lawton, vice-president; Chas. R. Bond, sec. Imperial, Falkner, Bell & Co. Union, San Francisco; Gustave Touchard, president; N. G. Kittle, vice-pres.; Chas. D. Haven, sec. Germania Life, Julius Jacobs. New England Mutual Life, Wallace Everson. Piedmont & Arlington, L. B. Edwards. This will suffice to indicate the changes that have taken place in these twenty-five years. Only D. J. Staples and Geo. C. Boardman, of all that we have named, remain in the places they filled then.

The editor, in his salutation, declared that every city of "considerable importance" in the country had an insurance paper, except San Francisco, and it was to fill this aching void, this long-felt want, that the COAST REVIEW was started. The struggle to make the new journal self-sustaining was a hard one, and it was only through a vigorous canvass of Eastern offices that the required support was secured. A few years later, the normal growth of the subscription list and advertising patronage placed the publication firmly on its feet.

A RATE WAR.

The times were not particularly happy. Silver was at par or better, and according to some latter day reasoning everybody should have been prosperous. But there were loud complaints of hard times and scarcity of money. Of fire insurance the editor said:

"We are fully aware of the recklessness in the business of fire underwriting in California, and of the fearfully low rates. Still there are agents and companies who refuse to rush bald-headed, like a fiend incarnate, after a risk as soon as the corner-stone of a house is laid, and to bid for that risk as one would bid for merchandise at an auction stand. We know of many instances where men have let their insurance out to the lowest bidder, and we have been astonished to see with what enthusiasm the agents of different companies would chalk down the low fractions of one per cent. at which they would carry the risk for so many years."

Well, this seems to describe the situation in California to-day. "Observer," and "Stockholder" and "Old Fogey" filed their melancholy complaints over the "demoralized conditions," the "reckless writing," the "quackery" of California underwriting. Agents were solemnly warned that the sounder, more conservative offices, would suspend their agencies in San Francisco, and leave the others and the locals to fight a Kilkenny fight to the death.

The Chicago fire put a stop to all this nonsense. It ended the rate war, just as a great conflagration would end the present rate war in California. The loss of many millions had a wholesome effect. It restored the sanity of fire underwriting. That was twenty-five years ago, and now once more the underwriting mind is wandering.

September 19, 1871, a few weeks before the Chicago fire, a big fire at Virginia City, Nev., had a sobering effect. The losses paid were as follows:

VIRGINIA CITY FIRE.

Phoenix, Hartford	\$ 7,600
Pacific, San Francisco	52,660
Etna	17,815

Imperial	60,551
Occidental, San Francisco	5,000
Union, San Francisco	5,000
Commercial Union	13,000
Liv. & London & Globe	46,930
Manhattan	10,000
Phoenix, Br	17,500
Home Mutual, San Francisco	10,200
Fireman's Fund, San Francisco	8,900
Hamburg-Bremen	22,903
Peoples, San Francisco	3,234
California, San Francisco	2,305

Total paid \$238,598

Total insurance 399,400

This was a very big fire for those days. Fifty-nine risks were burned in the little mining city. About the same time occurred the Harpending building fire on Market street, where there was an insurance of \$722,000 involved, with a total loss on building and contents as follows:

HARPENDING FIRE.

Hamburg-Bremen	\$108,000
Pacific, S. F.	105,000
Commercial Union	79,000
Imperial	62,500
Liv. & London & Globe	54,500
Royal	50,000
Union, S. F.	50,000
Home Mutual, S. F.	35,000
Northern, S. F.	30,000
Scottish Commercial	25,000
North British & Mer.	25,000
Peoples, S. F.	25,000
Fireman's Fund, S. F.	25,000
Occidental, S. F.	20,000
California, S. F.	12,000
Manhattan	7,000
North America	5,000
Etna	4,000

CHICAGO FIRE.

The great Chicago fire inspired universal interest in the condition of the companies, and cards to the public were

plentiful. The Pacific of San Francisco stated that its probable losses would not exceed a million in currency. The directors resolved to make good "any impairment," by an assessment; but the stockholders did not respond to the 75 per cent. levy.

The Peoples of San Francisco concluded to make good its loss, but did not, and went out of existence. The Occidental of San Francisco levied an assessment of 55 per cent., which was not paid, and it wound up its affairs. The Phoenix & Home and Aetna and Underwriters Agency and others announced the payment of all Chicago losses. The Fireman's Fund of San Francisco levied an assessment and promptly met the Chicago losses. The Union of San Francisco levied an assessment and paid all losses. The California and the Home Mutual were not doing business in Chicago. The Occidental settled on the basis of 20 cents on the dollar, the Pacific on the basis of 50 cents, and the Peoples at 25 cents. A curious fact is that several companies first reinsured all outstanding risks, and then, asserting insolvency, settled on the basis of a fraction of a dollar.

The losses of the California companies at the great fire were given as follows:

Pacific (failed)	\$1,600,000
Peoples (failed)	750,000
Occidental (failed)	600,000
Fireman's Fund (paid in full)	529,000
Union (paid in full)	450,000

IN CALIFORNIA JANUARY 1, 1872.

The companies doing business at the beginning of 1872 were as follows:

California, San Francisco, organized Aug. 3, 1864.

Fireman's Fund, San Francisco, organized May 1, 1863.

Home Mutual, San Francisco, organized September 23, 1864.

Merchants Mutual Marine, San Francisco, organized April 9, 1863.

Union, San Francisco, organized April 29, 1865.

Aetna, Hartford, began business in California May 1, 1862.

British and Foreign Marine, Liverpool, with Balfour, Guthrie & Co. agents then as now; began business in California Aug. 25, 1864.

Chinese, Hong Kong, began business in California June 10, 1871.

China & Japan Marine, Shanghai, began business in California April 19, 1871.

China Traders, Hong Kong, Williams, Blanchard & Co. then, Williams, Dimond & Co. now, began business in California September 4, 1871.

Commercial Union, London, began business in California June 22, 1870.

Germania Fire, New York, began business in California October, 25, 1869.

Hamburg-Bremen, Hamburg, began business in California May 4, 1862.

Hanover, New York, began business in California October 25, 1869.

Hartford Fire, Hartford, began business in California January 17, 1870.

Home, New York, began business in California May 1, 1862.

Imperial, London, began business in California May 1, 1862.

Liverpool & London & Globe, Liverpool, began business May 1, 1862.

Merchants Marine, London, began business August 24, 1871.

Niagara, New York, began business in California October 25, 1869.

North British & M., London, began business in California October 13, 1862.

Northern, London, began business in California May 1, 1862.

Phenix, Brooklyn, began business in California August 25, 1864.

Phoenix, Hartford, began business in California June 29, 1863.

Republic, New York, began business in California October 25, 1869.

Royal, Liverpool, began business in California June 23, 1869.

Scottish Commercial, Glasgow, began business in California July 2, 1870.

Swiss Lloyd Marine, Winterthur, began business in California April 17, 1871.

Yang-Tze, Shanghai, began business in California September 14, 1866.

Twenty-nine companies altogether, eight of which were marine. This was the extent of the fire and marine representation in San Francisco when the COAST REVIEW venture was getting under way. It was a slow start, though the editorial wind was abundant and strong.

There had previously been locals as follows: German Mutual, organized 1857; San Francisco Fire, 1861; California Home, 1864; National, 1866; Mechanics, 1866, which was still-born; Oriental, 1869, which lasted ten months.

LIFE COMPANIES.

In life insurance there was a numerous representation, as follows:

California Mutual, San Francisco, organized November 18, 1867. Pacific Mutual, Sacramento, organized January 2, 1868. Ætna Life, Brooklyn Life, Charter Oak, Connecticut Mutual, Continental Life, Craftsmen's Life, Eclectic Life, Empire Mutual, Equitable Life, Germania Life, Globe Mutual, Government Security, Guardian Mutual, John Hancock, Knickerbocker, Life Association of America, Manhattan Life, Mutual Life, Mutual Benefit Life, National Life of Washington, New England Mutual, New York Life, North America Life, Northwestern Mutual, Phoenix Mutual, Piedmont & Arlington, Security Life, St. Louis Mutual, Travelers Life, Union Mutual, Universal Life, Washington Life, Widow & Orphan Fund.

The statements filed with the California insurance department represented gold values, but in other states the values were in currency or legal tender currency. The laws still require gold values. The success of free silver would therefore give two sets of figures in annual statements, those in California being 50 or more per cent. less than those filed with Eastern departments. We should thereby have a statement of the actual condition of a company, regardless of the fluctuating value of the silver basis.

In the following review no attempt has been made to record agency changes, deaths, failures, or anything in fact beyond the principal events and the organi-

zation of new companies. We shall be glad to have our readers report to us any omissions in the line we have tried to cover.

1872.

Though organized December, 1871, the State Investment & Insurance Co. of San Francisco did not begin business until January 15, 1872. Peter Donahue was president and Charles H. Cushing was secretary.

The Commercial Insurance Company of San Francisco was organized February 26, and began business March 1, 1872. C. W. Kellogg was president and H. G. Horner was secretary.

George D. Dornin became vice-president and secretary of the Fireman's Fund Ins. Co.

The Merchants Mutual Marine Ins. Co. of San Francisco was winding up its affairs.

The only California company affected by the Boston conflagration was the Fireman's Fund, which lost and promptly paid \$158,000.

In December, Portland, Or., was the scene of a \$300,000 fire, with insurance loss of about half that amount.

1873.

The February COAST REVIEW printed an exposure of the notorious R. F. Fitzgerald, alias Wilson, Emerson, Payne, etc., a life insurance agent. Interested parties persuaded the printer, by threats, to suppress the exposure, but another office printed it, and it was circulated with the regular issue. Fitzgerald brought suit for \$100,000 alleged damages. This libel suit was dismissed, Fitz's bondsmen paying \$1,500 costs. Fitzgerald made an affidavit that his complaint was wholly false.

The Board of Fire Underwriters of San Francisco was organized.

The Western Savings & Trust Co. was organized in San Francisco. It was a scheme to insure lives in a regular company, but to invest the "reserves" in the trust company. The directors were prominent men, but the scheme came to naught.

The Aid Union of San Francisco was organized June 13, 1873. It undertook to pay \$10 a week for sickness or accidental disability, \$200 in lump for total disability from accident, and \$500 at death, the latter secured by a policy in a local life insurance company. The monthly contribution varied from \$1.50 to \$2.50, according to age. This society seems to have been an industrial insurance scheme, got up by Germans.

On August 2, 1873, there was a destructive fire in Portland, Or. The property loss was estimated at \$1,300,000. The insurance loss was \$280,000.

The Mutual Aid Association was organized at Los Angeles, Cal., in September. The annual dues varied from \$3 to \$10, and an assessment of \$1 was levied for every death. This was one of the pioneer assessment associations, but it did not long survive. The COAST REVIEW for October, 1873, said: "There are now some eight or ten [similar illegal associations] operating in this state, located in San Francisco, Petaluma, Santa Rosa, Ukiah, San Jose, etc. A few years ago there were some co-operative institutions of the same character from New York, also. Against these, the attorney-general brought suit, and a judgment was obtained against them, and a fine recorded of \$5,000. This drove them out of the state."

The December COAST REVIEW contained a history of the famous Builders Insurance Company of San Francisco, of which the distinguished Thomas Mooney was president. It was organized about 1866 and was declared insolvent June 30, 1868. The Builders had \$78,011 assets, with \$189,831 liabilities. It cut rates, created no reinsurance reserve, and paraded in the daily prints a card as follows:

Premiums for the month	\$10,000
Losses	2,000
Net gain	\$ 8,000

All of which we hope is satisfactory to our friends and the insuring public. Thomas Mooney, President.

On July 4, 1867, Mooney's "triumphal car" was conspicuous in the Independence

Day procession. Twenty carriages followed, from which streamed Builders Ins. Co. banners, and such mottoes as "Labor is capital," and "We save you half a million a year." An address, in printed form, was thrown from the carriages. In this address to the "industrial portion" of the people, the managers of the Builders Ins. Co. freely gave "unbought advice" on the political situation, and, *a la* Dr. O'Donnell, asked "Shall we surrender this fair country to a horde of Asiatic infidels, whose leprous contact is death to our civilization?" This was an amusing chapter in the history of Coast insurance.

The COAST REVIEW had an extensive mining department, but we look in vain for any reference to the "crime of 1873."

1874.

On January 14th Helena, Mon., was burned, with a loss of about \$1,000,000, only a small part of which was covered by insurance.

The legislature of California passed a law so objectionable that nearly thirty life offices immediately discontinued the writing of new business. The law made every company responsible for everything done by its agent. It declared that "any act, statement, representation or agreement made by him shall have the same force and effect as if done or made by" the company. Such authority would embarrass and might break the strongest company, for an unscrupulous agent could write risks at any rate, regardless of age or health.

The Indemnity Union of San Francisco was organized to furnish "life insurance upon fire insurance principles." Wm. Sherman was president; A. L. Bancroft and A. L. Gurney, vice-presidents; and J. G. Riley, secretary.

The California Farmers Mutual was organized in 1874, and struggled along for five years.

The Alameda County Fire, of Oakland, was organized in July and went to pieces in November.

1875.

The Underwriters' Fire Patrol was organized, with E. D. Farnsworth, president, Chas. R. Story, secretary, and Chas. A. Laton, treasurer.

The great panic, which was so harmful to life insurance throughout the United States—a very small panic compared with that which would follow the success of unlimited silver coinage—reached San Francisco. Frantic "runs" were made on local banks. The editor says:

"The streets were thronged as far as the eye could reach. Stores and workshops were emptied. The steps of all banks were packed. A pale face was seen at every pane of every window. Wild men were rushing in every direction, papers fluttering in their hands. Pale women, with disordered hair and dresses, began to appear. The scene at the banks' doors was so wild, eager, confused and tumultuous that it can be but imperfectly described. Policemen were scattered about everywhere. Through the little doors the panic-stricken depositors crowded. Inside the banks, crowds lined the counters, nervously shoving checks under the noses of tellers. Every teller had a white, scared look, and the faces of bookkeepers and clerks at distant desks looked ghastly as snow-drifts in the moonlight. The chink of coin fairly drowned the din from the outside, as the half-crazed crowd pressed forward for their money."

Again: "The streets for several squares were impassable to vehicles. The plaintive voices of women were heard amid the strife, appealing earnestly for their little pittance." One bank paid out \$1,400,000 in one day. Bank after bank suspended. Stock boards discontinued their regular daily sessions. Wm. C. Ralston, California's most enterprising citizen, resigned the presidency of a great bank, took a swim in the bay, was brought to shore unconscious, and died in a few minutes. The \$43,000 insurance on his life was paid.

On the 26th of October Virginia City, Nevada, again lay in ashes. The total insurance loss in the burned district was

\$2,000,000. Companies paying \$50,000 or more were as follows:

Commercial Union	\$155,000
Home Mutual, San Francisco	127,733
Fireman's Fund, S. F.	126,402
London Assurance	125,000
State Investment, S. F.	120,000
Imperial	95,000
Queen	95,000
Commercial, S. F.	72,000
Etna	71,989
Hartford Fire	65,673
North British	55,000
Ins. Co. North America	55,000
Continental	50,000

The Fireman's Fund printed two attractive conflagration figures, with the record of the company: as—Chicago, Oct. 9, 10, 1871, losses paid, \$529,364.92. Boston, Nov. 10, 1872, losses paid, \$158,000. Virginia City, Nev., Oct. 26, 1875, \$126,402.55.

The adjusters at the great Virginia City fire were humorously referred to as "The Forty Thieves." These adjusters were: G. F. Grant, Wm. Sexton, G. W. Spencer, Wm. Macdonald, W. J. Callingham, W. J. Landers, L. L. Bromwell, J. F. Houghton, J. R. Garniss, A. J. Gunnison, J. W. Hart, B. F. Lowe, W. H. Levering, H. W. Snow, W. W. Dudley, B. C. Dick, D. Rorick, R. H. Magill, H. H. Bigelow, A. D. Smith, A. A. Snyder, C. Bradley, D. S. Kirby, J. A. Staples, J. A. Brumsey, W. B. Wiltshire, J. McKenna, Wm. Doolan. These men effected a temporary organization of field men, which a few months later became a permanent and influential association.

1876.

On February 23, 1876, the members of this temporary organization met in San Francisco and permanently organized the Fire Underwriters Association of the Pacific.

The COAST REVIEW criticized the management of the Pacific Mutual, and was sued for alleged libel and \$75,000 damages were claimed. An edition was suppressed, and the bookkeeper of the company was

appointed receiver. The whole edition for June was seized. The result, eventually, was the triumph of this journal and a change in the management of the Pacific Mutual.

Growing grain insurance was first introduced.

There were sixty-six board companies and twelve non-board companies.

The November number contained an exposure of E. Duncan Sniffen.

1877.

W. A. Walker sued the COAST REVIEW for alleged libel. Walker claimed to be a writer for Eastern insurance journals. His suit was dismissed, the judge taking the view that Walker could not be libeled, because his ideas of journalistic ethics were too debased, according to his own testimony.

The San Francisco sand-lotters and their riots attracted world-wide attention. Several incendiary fires were started. A committee of safety armed 3,000 men.

The COAST REVIEW was sued for alleged libel of the Odd Fellows' Savings Bank. This action was dismissed, the indictment of the grand jury being quashed on motion of counsel.

1878.

The Western F. & M. Ins. Co. of San Francisco was organized in November.

The obnoxious life insurance law, which forced the withdrawal of Eastern companies, was repealed at Sacramento.

The board and non-board companies in San Francisco at last effected a union. Altogether, there were seventy-three companies represented. In less than a year there were loud charges of "bad faith," and resignations.

1879.

The California Farmers Ins. Co. failed. The Oregon Mutual was organized at Portland.

Reno, Nev., had a \$1,000,000 fire, with \$200,000 insurance loss.

Mention is first made of the Safety Fund Benevolent Association of California, a new co-operative which did not linger long.

The Central Pacific Ins. Co. was organized at Virginia City, Nev., but was unable to stand long on its paper legs. C. R. Gale was the secretary of this bogus concern.

The Colorado Fire Ins. Co. was organized at Denver.

1880.

The January number contained an exposure of Harry Prindle and R. B. Caverly.

The Oakland Home Ins. Co. effected a permanent organization, with G. M. Fisher president, W. P. Jones vice-president, Thos. Arthur secretary and E. E. Potter general agent.

Senate bill No. 188, at Sacramento, requiring non-resident companies to have \$500,000 capital, was defeated.

The March number "roasted" W. D. Stafford, a life insurance solicitor.

The May number contained a sketch of "The Rise and Fall of Sandlotism."

Eureka, Nev., was burned in August. The property loss was \$700,000; insurance loss, \$200,000.

1881.

We find considerable mention of the Odd Fellows Mutual Aid Association and the Home Benefit Association, apparently new schemes, which of course failed. There are now substantial indications of the co-operative craze.

The Board of Fire Underwriters held an annual banquet. This, evidently, was an unusual event.

Exposure of A. N. Atwood, C. R. Gale, R. B. Caverly and ex-Rev. Baldwin, of the Central Pacific policy mill, October COAST REVIEW.

The Pacific Mutual Life removed its offices from Sacramento to San Francisco.

The Mutual Security Fund Association of California was organized, with W. H. Wells as manager and J. F. Brennan as secretary. It was a humbug.

Universal Benevolent Association for Unmarried Persons was incorporated. This marriage dowry fraud did not last long, though the references included Gov. Downey, Sheriff Sedgwick, Judge Wallace, Dan M. Burns, Rev. Hemphill and others.

July 14, 1881, the California Underwriters Association was organized. In the following February thirty-seven companies were members of this association, ninety-six were members of the Board of Fire Underwriters, and thirteen were "unattached."

In Denver, Colo., the Tabor Fire Ins. Co. was organized.

1882.

At the beginning of the year they were talking about the "evils of the credit system," and of "reckless competition."

The Oregon F. & M. Ins. Co. was organized at Portland, with Ed Hall as secretary.

The June number contained a full account of the Mariano Rubio conspiracy to defraud the Manhattan Life Insurance Company.

Arrest, confession, conviction and imprisonment of Prof. Gustavus Schulte, a lecturer and teacher of languages, and a fire-bug. He was sentenced to four years in the penitentiary, and was imprisoned just sixteen days after he filed his claim.

The Denver Fire Ins. Co., A. C. Fisk president, proved to be a wildcat, and was closed out.

The Sun Insurance Company of San Francisco was incorporated Feb. 1, 1882, with C. L. Taylor as president, J. N. Knowles vice-president, and Ed. E. Potter secretary and treasurer.

The Oregon F. & M. Ins. Co. was organized at Portland.

1883.

J. H. Thompson, broker, confidence-operator and absconder, had his record ventilated in the *COAST REVIEW* of 1882 and 1883.

The Portland compact was organized.

The California Life and Accident Association was organized in San Francisco by Messrs. Snow and Pettis.

The Midland Fire Ins. Co., a wild-cat, was organized in Salt Lake City by one A. T. Wood. The *COAST REVIEW*'s solid shot soon killed it.

1884.

The Pacific Insurance Union was organized.

The first announcement was made in the May number. Progress was noted every month. In August the organization was complete, with Chas. R. Story president, Geo. C. Boardman vice-president, Chas. D. Haven secretary-treasurer, Alfred Stillman manager. Four offices were still outside, however. On September 1st the Association of the Northwest, the original compact at Portland, adopted board rates for all unrated territory. Work was begun on the rating of California towns, by the Pacific Insurance Union, though the four outside offices still remained "in the open." In December, only two agencies were out.

The example of the Pacific Insurance Union was contagious. The Montana and Idaho Underwriters Association and various local organizations were formed on the Coast.

The State Ins. Co. of Salem, Or., was organized by H. W. Cottle, also organizer of the Washington of Tacoma.

1885.

In March the Home and Phoenix joined the Pacific Insurance Union. The Transatlantic came in later, thus making the membership complete. The union lasted ten years.

Idaho passed a valued policy law. The companies withdrew in a body, and the law was therefore repealed.

The April number contained the record of J. S. Byington, and the Crotty conspiracy to defraud several life offices. This case, by the way, is not mentioned in "Stratagems and Conspiracies."

The California Mutual Equivalent Indemnity Association was organized as a co-operative fire insurance company, at Martinez, Cal., but was declared illegal.

The Southern California Insurance Co. was organized at Los Angeles, by H. C. Sigler, an Iowa clergyman.

The Pacific Surety Company was organized in San Francisco, by Wallace Everson, who became its president, a position which he still holds. A. P. Redding was made general manager. Mr. Redding is still with the company, as secretary.

The Universal Accident Indemnity Co. was organized in San Francisco by Charles Graham and James M. Stuart and E. D. Wheeler. They succeeded in getting a license by borrowing \$25,000 for a few days, and showing the certificate of deposit to the insurance department. The October COAST REVIEW pricked the bubble and it burst.

The California locals met in Stockton, and formed an association called the Local Underwriters of California. They proposed that compensation range from 10 per cent. to 20 per cent., according to the amount of premium receipts: as, under \$1,000, 10 per cent.; between \$2,500 and \$5,000, 15 per cent.; exceeding \$7,500, 20 per cent. These distinctions were made on the ground of value of services according to experience and time given to the business. The locals' association soon dissolved.

The Anglo-Nevada Assurance Corporation, with \$2,000,000 capital, was organized in San Francisco, with W. Greer Harrison as president and manager and C. P. Farnfield as secretary.

J. R. Middlemiss was "written up" in the December COAST REVIEW.

The Bankers and Merchants Mutual Life Association was organized in San Francisco, by Alex. Badlam and R. K. Allen.

1886.

The Pacific Life Underwriters Association was temporarily organized in San Francisco, and permanently organized as the California Life Underwriters Association, with Geo. A. Moore as president and John Landers as secretary. It soon broke up.

The Northwest F. & M. Ins. Co. was organized at Portland, with J. K. Elderkin as secretary.

The Fire Underwriters Inspection Bureau of San Francisco was organized in 1886. F. H. Porter was made chief inspector, a position that he still holds. The management was placed in the hands of the directors of the Fire Patrol. Com. I. Gutte was the author of the bureau, which he succeeded in organizing after a

year's hard work. The bureau has been a valuable aid in the work of fire prevention.

1887.

The Columbia F. & M. Ins. Co. was organized in Portland, Ore., with Frank Dekum as president and J. A. Child as secretary.

The Farmers & Merchants was organized at Albany, Ore., by J. K. Elderkin.

The July number mentions *The Monthly Investigator*, the first insurance journal on the Coast. It was printed at Portland, February, 1868. C. P. Ferry, a Manhattan Life agent, was the editor and publisher.

1888.

The Alta Fire Ins. Co. was organized at Stockton, Cal. The moving spirit was Chas. W. Dohrmann, the general agent and manager.

The first—and last—banquet of the Pacific Insurance Union was reported in the July number.

The West Coast F. & M. Ins. Co. was organized at Tacoma, Wash., by Robert Burns. It lasted a few weeks, but was afterward revived and its life was prolonged.

The Security Fire of Spokane, Wash., was organized by S. W. Fisk. S. F. Coons, a local agent, was a director. This wildcat soon died.

The Bankers Alliance was organized at Los Angeles, Cal.

The Cascade F. & M. Ins. Co. was organized at Seattle, Wash., with Angus Mackintosh as president and J. A. Gould as secretary. The "Mackintosh" was no protection when the great storm came.

The Farmers Ins. Co. was organized at Seattle.

The Pacific Fire Ins. Co. was organized at Portland, with F. E. Beach as president, Wm. F. Brownton as secretary.

The Fire Relief Association was organized at San Francisco, but the courts pronounced it illegal. R. P. Thomas was president, and D. F. Leahy, secretary.

The Home Insurance Co. of Seattle, Wash., was organized 1888, with Dr. T. Miner as President and James Bothwell as

secretary. The Home lost \$92,000 in the Seattle conflagration in the following year. It assessed its stockholders, paid all losses, and remained in business until February, 1893.

1889.

The Denver Ins. Co. began business in Denver, Colo. W. J. Barker was president, J. A. Perkins was secretary, and Chas. F. Wilson was manager.

Seattle, Wash., was burned in June. The property loss was \$5,000,000, and the insurance loss was about half that sum. The Home, Cascade and Seattle, three local companies, were badly "hit." The latter two never recovered.

In the following month, Ellensburg, Wash., and Bakersfield, Cal., were burned. The insurance losses at Ellensburg were about \$325,000, and at Bakersfield \$355,000.

In August Spokane Falls, Wash., burned. The insurance losses were \$2,010,000, and the property losses, about \$5,000,000. There was much bragging over the water supply and fire department—a few days before the fire.

The August number of the COAST REVIEW contained a historical sketch of growing grain insurance.

The Stockton Mutual Indemnity Association, a new California co-operative fire mutual, was declared illegal by Judge Budd.

The Washington Plate Glass and Casualty was incorporated at Seattle, but was not heard of again.

The COAST REVIEW was threatened with three libel suits this year: by the Union Mutual Accident of Chicago, by the Mutual Fire of New York, and by Bert G. Snow of San Francisco.

The North Pacific Ins. Co. was organized at Tacoma. Robert Burns became prominently identified with this affair.

This was an exceedingly fiery year. The business sections of six Coast cities were burned. Some \$10,000,000 losses were paid by insurance companies in this field, and the average percentage of losses to premiums was nearly 90.

Rates were suspended in Oakland, Cal., for 48 hours.

1890.

The Pacific Coast Live Stock-Owners' Mutual Protective Association was organized at Monterey, Cal. B. V. Sargent was president; Volney Howard, general manager. An earnest, honest effort was made to make a success of this enterprise, but after a few months the management abandoned the undertaking, after paying all claims.

The first insurance loss caused by lightning in California was reported this year.

The Otey Manual made its first appearance. It had and still has a large sale.

1891.

The Bankers and Merchants Mutual Life Association of San Francisco failed and "reinsured" in the Mutual Benefit Life Association of America. The COAST REVIEW warned the public against this New York life association, saying, "We believe that every dollar paid to the association is money thrown away." And so it was; for the Mutual Benefit humbug soon failed. But meantime the publisher and the editor of this journal were sued for alleged criminal libel and for \$200,000 alleged damages. Judge Rix dismissed the criminal suits, and the civil suits were finally dismissed on motion of the plaintiff association. The plaintiff's bondsmen were compelled to pay several hundred dollars costs, and its attorney was unable to collect all his fee. But when the association was insolvent, just before failure, it was indorsed by the insurance commissioner of California.

The Fire Underwriters' Clerks' Association of San Francisco was organized.

1892.

The Equitable Accident Ins. Co. with \$100,000 capital, was organized in Denver, Colo., with Melvin Edwards as general agent. It lasted only a few months.

The Washington Farmers of Spokane, of which Fred. R. Marvin was secretary, was organized about this time. The alleged capital was \$200,000. It failed.

The Western Surety and Guarantee Co., of San Francisco, was organized with a cash capital of \$100,000. President, I. L.

Requa; secretary, F. S. Butler. Said to have been organized chiefly or solely to give a large legal bond required of capitalists who composed the stockholders. The new company retired from business soon after the court refused its security on the required \$1,000,000 bond.

The Mutual Protection, a fire mutual on novel lines, was started at Tacoma by one Walker, but its destination was speedy failure.

1893.

Oregon enacted a valued policy law. Afterward the P. I. U. increased rates 10 per cent. in consequence; and later, on pledge of Portland merchants to effect a repeal of the valued policy law, this increase was rescinded. The law still stands.

1894.

The Farmers Alliance and Industrial Union of California organized a fire branch, which was afterwards pronounced illegal.

Great railroad "sympathetic" strike. Business suspended. Riots frequent, with incendiary fires in Ogden and elsewhere. The riot clause, in these cases, did not save the underwriters from loss.

Beginning of the dissolution of the Pacific Insurance Union, with three companies on the outside, and the resignation of others in the hands of the manager.

Farmers Co-operative Fire Ins. Ass'n organized in Oregon City, Ore.

1895.

The severest rate war in the history of fire underwriting occurred in California, and to a less degree in several cities and towns elsewhere, notably in Ogden and Salt Lake. Local boards were organized in many places, "to save the business," but they were a poor protection.

Rates were cut in two, commissions were increased, the demoralization was without precedent, and the Pacific Insurance Union came to an end. Much three-year business was written, but the average rate fell from 1.70 to 1.31 in California.

The Board of Fire Underwriters of the Pacific was organized at Monterey in February, as the successor of the Pacific Insurance Union, with officers as follows:

Geo. W. Spencer, president; J. G. Cofran, vice-president; Chas. D. Haven, treasurer.

The San Francisco Life Underwriters' Association was organized, with Henry K. Field as president, John Landers, vice-president; Clarence M. Smith, secretary.

Judge McKenna gave a decision upholding the non-intercourse clause of the Board of Fire Underwriters.

In a California case the United States supreme court ruled that insurance is not commerce, and that the state can exclude foreign companies altogether, and can enforce any preliminary conditions.

At Portland steps were taken by the locals leading to organization, which resulted in the Northwest Insurance Association.

In consequence of the rate war, station No. 2 of the fire patrol was abandoned. A number of companies withdrew from the support of the fire patrol, for the alleged reason that they were boycotted by the non-intercourse measures of the Board of Fire Underwriters. Nearly all these offices have since resumed their contributions to the support of the patrol.

The Field Men's Association was organized at Portland with E. T. Niebling president, Harry Boyd vice-president, R. P. Fabj secretary.

Farmers Fire Relief Association was incorporated at McMinnville, Ore.

The Montana Board of Fire Underwriters was organized, with J. A. Lewis president, W. M. Thornton vice-president and Phil. Gibson secretary.

Judge Greene of Oakland held that the rubber stamp non-cancellation clause was valid.

The Board of Fire Underwriters of Utah was organized.

1896.

San Francisco managers held several meetings in Monterey, and a new constitution was framed. Amendments were subsequently made, and nearly all offices signed. Further amendments were made, under promises of signing.

Rates have not yet been restored.

COMPANIES ADMITTED TO CALIFORNIA
IN THE PAST TWENTY-FIVE YEARS.

1872—Locality Agents.

State Investment & Ins. Co., San Francisco.
 Commercial Ins. Co., San Francisco.
 Transatlantic Fire, Hamburg, Geo. Marcus & Co.
 Lorrillard, New York, W. N. Olmstead.
 London Assurance, London, Cross & Co.
 Home, Columbus, O., Hutchinson, Mann & Smith.
 Amazon, Cincinnati, O., Hutchinson, Mann & Smith.
 Triumph, Cincinnati, O., Hutchinson, Mann & Smith.
 Girard F. & M., Philadelphia, Hutchinson, Mann & Smith.
 North Missouri, Macon, Mo., Hutchinson, Mann & Smith.
 Continental, New York, Jonathan Hunt.
 St. Paul F. & M., St. Paul, Hutchinson, Mann & Smith.
 Ins. Co. of North America, Philadelphia, Jonathan Hunt.
 Pennsylvania, Philadelphia, Jonathan Hunt.
 Manhattan, New York, W. J. Stoddart.
 American, Philadelphia, Jonathan Hunt.
 North China, Shanghai, Cross & Co.
 Penn. Fire, Philadelphia, Hutchinson, Mann & Smith.
 Kansas, Leavenworth, Hutchinson, Mann & Smith.
 Republic Life, Chicago, A. L. Gurney.

1873.

Traders, Chicago, Julius Jacobs.
 New Orleans Mutual, New Orleans, Hutchinson, Mann & Co.
 Transatlantic Marine, Berlin, Thannhauser & Co.
 Atlantic & Pacific, Chicago, Hutchinson, Mann & Smith.
 Williamsburg City, New York, G. O'Hara Taaffe.
 Pacific Mutual Marine, New York, Andrew Baird
 Connecticut Fire, Hartford, Oliver Hawes.
 London & Lancashire, London, Henry Conbrough.
 Mississippi Valley, Memphis, L. W. Kennedy.
 German-American, New York, Jonathan Hunt.
 German, Erie, Penn., Hutchinson, Mann & Smith.
 Meriden, Meriden, Conn., Farnsworth & Clark.
 Atlas, Hartford, Farnsworth & Clark.
 Orient, Hartford, Farnsworth & Clark.
 Fire Association, Philadelphia, A. Baird.
 Springfield F. & M., Springfield, Mass., Farnsworth & Clark.
 Globe, Chicago, Potter, Jacobs & Easton.
 Queen, Liverpool, Falkner, Bell & Co.
 Phenix, Brooklyn, N. Y., W. J. Stoddart.
 Mercantile, Chicago, Hutchinson, Mann & Smith.
 American Central, St. Louis, Hamilton & Sonnichsen.
 Merchants, Newark, Hamilton & Sonnichsen.
 Clay F. & M., Newport, Ky., Hutchinson, Mann & Smith.
 Franklin, St. Louis, Hutchinson, Mann & Smith.
 St. Louis, St. Louis, R. B. Irwin & Co.
 Franklin, Wheeling, W. Va., Byron C. Dick.
 Penn. Mutual Life, Philadelphia, Geo. Clausen-nius.

1874.

Niagara, New York, Jonathan Hunt.
 Maritime, Liverpool, Falkner, Bell & Co.
 Union Marine, Liverpool, Falkner, Bell & Co.
 Citizens, St. Louis, Farnsworth & Clark.
 New Orleans Ins. Ass'n, New Orleans, Hutchinson, Mann & Smith.
 Franklin, Indianapolis, Hutchinson, Mann & Smith.
 New Orleans Ins. Co., New Orleans, Farnsworth & Clark.
 Alameda Co. Ins. Co., Oakland.
 California Farmers Mutual, San Francisco, J. D. Blanchard, Pres., Ferdinand K. Rule, Sec.
 St. Joseph Ins. Co., St. Joseph, Mo., Oliver Hawes.
 Switzerland Marine, Zurich, Henry Balzer & Co.
 Lamar, New York, Belden & Stone.
 Svea, Gothenburg, Sweden, Henry Balzer & Co.
 Fanueil Hall, Boston, Farnsworth & Clark.
 Westchester Fire, New York, Potter, Jacobs & Easton.
 Peoples Ins. Co., Memphis, Hutchinson, Mann & Smith.
 Citizens, Newark, Potter, Jacobs & Easton.
 Atlantic F. & M., Providence, R. I., F. W. Hayward, Jr.
 Equitable F. & M., Providence, R. I., A. P. Flint.
 Merchants, Providence, R. I., A. P. Flint.
 Newport F. & M., Newport, R. I., E. D. Farnsworth.
 Providence-Washington, Providence, R. I., A. P. Flint.
 Home, Newark, B. C. Dick.

1875.

French Ins. Corp'n, Paris, Brown & Desmond.
 British America, Toronto, R. B. Irwin & Co.
 New Zealand, Auckland, Hugh Craig.
 Peoples, Newark, Hutchinson, Mann & Smith.
 Royal Canadian, Montreal, W. J. Callingham.
 Commerce Fire, New York, Belden & Stone.
 Hoffman Fire, New York, Geo. D. Dornin.
 St. Nicholas Fire, New York, Hutchinson, Mann & Smith.
 Pennsylvania Fire, Philadelphia, J. Hunt & Son.
 Patterson Fire, Patterson, N. J., C. H. Denison.

1876.

Agricultural, Watertown, N. Y., Potter, Jacobs & Easton.
 Northern, Watertown, N. Y., E. E. Potter.
 Arctic, New York, E. E. Potter.
 Baloise Marine, Basle, Switz'd, H. Balzer & Co.
 Revere Fire, Boston, Hutchinson, Mann & Smith.
 Berlin-Cologne, Berlin, Tiedeman, Hirschfeld & Co.
 Exchange, New York, E. E. Potter.
 Fairfield Fire, Fairfield, Conn., Geo. D. Dornin.
 Glens Falls, Glens Falls, N. Y., Potter, Jacobs & Easton.
 Guardian F. & L., London, Balfour, Guthrie & Co.
 Helvetia Marine, St. Gall, Switz'd, H. Balzer & Co.
 Jefferson, St. Louis, Potter, Jacobs & Easton.
 Watertown Fire, Watertown, N. Y., Potter, Jacobs & Easton.

Lyeoming, Muncy, Penn., Brown & Desmond.
Lancashire, Manchester, Farnsworth & Clark.
Union M. & F., Galveston, Tex., Hutchinson,
Mann & Smith.

Sea, Liverpool, Rodgers, Meyer & Co.
Manufacturers, Newark, N. J., E. D. Farnsworth.
Hamburg Magdeburg, Hamburg, Gutte & Frank
Thames & Mersey, Liverpool, Cross & Co.
Manufacturers F. & M., Boston, J. C. Jennings.
Helvetia Swiss Fire, St. Gall, Switz'd, H. Balzer
& Co.

1877.

Western, Toronto, Cross & Co.
Security, New Haven, W. J. Callingham.
Northwestern National, Milwaukee, A. D. Smith.
Globe Marine, London, Degener & Co.
Trade, Camden, N. J., Hutchinson & Mann.
Norwich Union, Norwich, Eng., Falkner, Bell
& Co.

South British F. & M., Auckland, N. Z., W. J.
Callingham.

Farragut Fire, New York, Rule, Cills & Co.
Marine, London, Williams, Blanchard & Co.
North German Fire, Hamburg, H. Balzer & Co.
Universal Marine, London, Geo. J. Theobald
& Co.

Commonwealth, Boston, Potter, Jacobs & Easton.
Washington F. & M., Boston, Potter, Jacobs &
Easton.

Eliot, Boston, Potter, Jacobs & Easton.
On Tai, Hong Kong, Wing Tie Jan & Co.

1878.

Ins. Co. of the State of Penn., Philadelphia,
Brown & Desmond.

Standard F. & M., New Zealand, J. P. Cox.
Travelers, Hartford, Alex. M. Dean.
Magdeburg Marine, Magdeburg, Ger., Gutte &
Frank.

National F. & M., Dunedin, N. Z., W. J. Callin-
gham.

German Fire, Baltimore, Philip Speyer & Co.
Western F. & M., San Francisco.
Paris Underwriting Ass'n, Paris, Hutchinson &
Mann.

United Firemens, Philadelphia, J. J. Desmond.
Buffalo German, Buffalo, N. Y., Jacobs & Easton.
La Confiance, Paris, Hutchinson & Mann.

1879.

Danube Marine, Vienna, H. Balzer & Co.
London & Provincial Marine, London, Hutchin-
son & Mann.

German Fire, Pittsburgh, E. D. Farnsworth.
Shawmul, Boston, Jacobs & Easton.
Teutonia, New Orleans, Hutchinson & Mann.
Allemania, Pittsburgh, F. F. Stone.
Metropolitan Plate Class, New York, E. D. Farns-
worth & Son.

National Fire, New York, Geo. D. Dornin.
Rochester German, Rochester, N. Y., Jacobs &
Easton.

Tradesmen's Fire, New York, Blair, Van Tassel
& Co.

Silesian Fire, Breslau, Ger., Esche & Jacoby.
Phoenix, London, Butler & Haldan.
Star Fire, New York, Brown, Craig & Co.

1880.

Mercantile, Cleveland, O., Alfred Stillman.
Oakland Home, Oakland.

Metropole, Paris, H. W. Snow.

General Reassurance, Paris, H. W. Snow.

Lion Fire, London, Hutchinson & Mann.

Manchester Fire, Manchester, Balfour, Guthrie
& Co.

New York City, N. Y., Hutchinson & Mann.

Hartford Life & Annuity, Hartford, J. S. Bying-
ton.

Commercial Fire, New York, J. J. Desmond.

International Marine, Liverpool, Donaldson & Co.

Fire Ins. Ass'n, London, Hutchinson & Mann.

Union, Philadelphia, Jacobs & Easton.

Firemens, Baltimore, E. D. Farnsworth & Son.

Fonciere, Paris, Hutchinson & Mann.

New Hampshire Fire, Manchester, A. J. Bryant

1881.

Fidelity & Casualty Co., New York, Jas. R. Gar-
niss.

Shoe & Leather, Boston, Jacobs & Easton.

Pacific Fire, New York, A. J. Bryant.

Prescott, Boston, Louis Jacoby.

City of London Fire, London, W. J. Callingham.

Alliance Marine, London, Parrott & Co.

Standard Marine, Liverpool, W. J. Callingham.

Scottish Union & National, Edinburgh, McDon-
ald & Hawes.

Reliance Marine, Liverpool, Henry Lund.

Progres National, Paris, E. A. Halsey & Co.

Scottish Imperial, Glasgow, Donaldson & Co.

Man On, Hong Kong, Tuck Chong & Co.

Great Western, New York, Philip Speyer & Co.

Prussian National, Stettin, Louis Jacoby.

Standard Fire, London, Brown, Craig & Co.

1882.

London & Northwestern, Manchester, E. A. Hal-
sey & Co.

Accident Ins. Co. of North America, Montreal, H.
D. Irwin.

Sun, San Francisco.

Union F. & M., Christchurch, N. Z. Hopkins &
Bromwell.

Le Cercle, Paris, G. Muecke.

United States Fire, New York, E. D. Farnsworth
& Son.

Mechanics Fire, Brooklyn, E. D. Farnsworth &
Son.

London & Provincial Fire, London, H. W. Syz.

Canton, Hong Kong, Parrott & Co.

Boston Marine, Boston, J. N. Knowles.

Pennsylvania, Pittsburgh, E. D. Farnsworth &
Son.

1883.

Boatmans Fire, Pittsburgh, E. D. Farnsworth &
Son.

German, Freeport, Ill., Jacobs & Easton.

United States Life, New York, J. A. Melcher.

Howard, N. Y., Dutton & Carpenter.

American, Newark, Balfour, Guthrie & Co.

National Marine, London, Gutte & Frank.

Citizens, New York, Cesar Bertheau.

Union Ins. Soc'y, Hong Kong, Page Brothers.

1881.

Irving, New York, Hutchinson & Mann.
 North American, Boston, E. E. Potter.
 Peoples, Pittsburgh, Hutchinson & Mann.
 New York Bowery, New York, Oliver Hawes.
 Straits, Singapore, Geo. Marcus & Co.
 Germania, New Orleans, Hutchinson & Mann.
 United Fire, Manchester, Eng., Hutchinson & Mann.

National Fire, Hartford, Hagan, Mannheim & Co.
 Oregon F. & M., Portland, Jacobs & Easton.
 American Steam Boiler, New York, Brown, Craig & Co.

National, Dublin, H. M. Newhall & Co.
 Hartford Steam Boiler, Hartford, Hutchinson & Mann.

Mannheim, Mannheim, Ger., Geo. Marcus & Co.
 American Surety, New York, Brown, Craig & Co.

1885.

Southern California, Los Angeles.
 Glasgow & London, Glasgow, John Landers.
 Union Central Life, Cincinnati, Hatch & McDonald.

Lloyd's Plate Glass, N. Y., Brown, Craig & Co.
 Sun Mutual, New Orleans, Jos. C. Jennings & Co.
 Concordia, Milwaukee, Jacobs & Easton.
 Franklin Fire, Philadelphia, E. E. Potter.
 Firemen's, Newark, Hutchinson & Mann.
 Caledonian, Edinburgh, Balfour, Guthrie & Co.
 Pacific Surety, San Francisco.
 Clinton Fire, New York, Jacobs & Easton.
 Atlas, London, H. M. Newhall & Co.
 Universal Accident Indemnity, San Francisco.
 Anglo-Nevada, San Francisco.
 Boyleston Mutual, Boston, H. M. Newhall & Co.

1886.

Sun Fire, London, Hutchinson & Mann.
 National Life, Montpelier, Vt., Seth A. Mattison.
 Michigan F. & M., Detroit, E. E. Potter.
 Merchants Mutual, Baltimore, Gutte & Frank.
 Magdeburg Fire, Magdeburg, Ger., Gutte & Frank.

Southern, New Orleans, Jos. C. Jennings & Co.
 Franco-Hungarian, Buda-Pesth, Gutte & Frank.

1887.

Mechanics & Traders, New Orleans, N. D. Coleman.

Citizens, Cincinnati, Hutchinson & Mann.
 American Fire, New York, Butler & Haldan.
 Australian General, Sydney, J. J. Moore & Co.
 Straits Fire, Singapore, Geo. Marcus & Co.
 Granite State Fire, Portsmouth, N. H., Chas. A. Laton.

Peoples Fire, Manchester, N. H., Okell & Wooley.
 Ins. Co. of Dakota, Sioux Falls, A. Bretz.
 Employers Liability, London, Okell & Wooley.
 Liberty, New York, Rolla V. Watt.
 Economic Fire, London, Gutte & Frank.
 Home Life, New York, O'Malley & Dunphy.

1888.

Manufacturers & Builders Fire, New York, Jacobs & Easton.

Syndicate, Minneapolis, Okell & Wooley.

Alta, Stockton, Cal.

Long Island, Brooklyn, Wilson, Staples & Co.

American, Boston, E. E. Potter.

General L. & F. London, Catton, Bell & Co.

Scania, Malmö, Sweden, B. Dercksen.

Indemnity Mutual Marine, London, Evan C. Evans.

Provident Savings Life, New York, Jas. L. Fields

1886.

Milwaukee Mechanics, Milwaukee, G. W. Grieb-ling.

Mutual Fire, New York, Hermann Zadig.

Fire Association, New York, Hermann Zadig.

Union Society, London, Catton, Bell & Co.

Denver, Denver, Macdonald & Clark.

Federal Marine, Zurich, Gutte & Frank.

Armstrong Fire, New York, E. W. S. Van Slyke.

Newark Fire, Newark, Jacobs & Easton.

Universo Marine, Milan, Italy, Mann & Wilson.

1890.

Reading Fire, Reading, Penn., Chas. A. Laton.

California Title Ins. & Trust, San Francisco.

Equitable Accident, Denver, Ben. H. Pelton.

Knoxville Fire, Knoxville, Tenn., Jacobs & Easton.

St. Paul German, St. Paul, Walter Speyer.

Greenwich, New York, Brown, Craig & Co.

Frankfort Marine, Frankfort, Ger., Walter Speyer.

Ocean Marine, London, H. M. Newhall & Co.

American Casualty Ins. & Security, Baltimore.
 Conrad & Maxwell.

Hekla Fire, St. Paul, Farnsworth & Blumberg.

American Employers Liability, Jersey City.

Meade S. Hayes.

Baloise Fire, Basle, Switz'd, H. W. Syz.

Jersey City, Jersey City, Geo. Easton & Co.

1891.

United States Lloyds, New York, R. B. Hooper.

Royal Exchange, London, Robert Dickson.

Palatine, Manchester, Eng., Chas. A. Laton.

New York Plate Glass, New York, Conrad & Maxwell.

Fidelity Mutual Aid Ass'n, San Francisco.

Mutual Endowment Ass'n, Oakland.

Massachusetts Mutual Life, Springfield, Parker & Dickerson.

Mutual Reserve Fund Life Ass'n, New York,

C. M. Oakley.

Massachusetts Benefit Ass'n, Boston, I. B. Thurman.

Bankers Alliance, Los Angeles.

Fidelity Mutual Life Ass'n, Philadelphia, Theo.

F. George.

Bankers Life Ass'n, Des Moines, R. M. Welch.

Commercial Alliance Life, New York, J. S. Byington.

United States Mutual Accident Ass'n, New York, Jas. G. Jones.

Covenant Mutual Benefit Ass'n, Galesburg, Ill., S. N. Wyckoff.

Pacific Endowment League, San Francisco.

Eureka Endowment Ass'n, San Francisco.

United States Masonic Benevolent Ass'n, Council Bluffs, Ia., C. F. Burnham.

Preferred Mutual Accident Ass'n. New York, T. Ellsworth.

Delaware, Philadelphia, Rella V. Watt
Queen, New York, Robt. Dickson.
Connecticut Indemnity Ass'n, Waterbury, Conn.
F. F. Weed.

Northwestern Masonic Aid Ass'n, Chicago, H. D. Rowe.

1892.

Alliance, London, N. T. James.
Home Benefit Life, San Francisco.
Spring Garden, Philadelphia, C. Bertheau.
California Mutual Benefit Soc'y, San Francisco.
Bay State Beneficiary Ass'n, Westfield, Mass.,
C. F. Burnham.

New York Fire, New York, E. W. S. Van Slyke.
Patriotic, Dublin, Okell, Donnell & Co.
United Life Ins. Ass'n, New York, H. Clay Need-
ham.

North Queensland, Sydney, H. A. Williams.
Western Surety & Guarantee, San Francisco.
Manufacturers Accident Indemnity, Geneva, N.
Y., H. G. Comstock.

Atlas Accident, Boston, T. Ellsworth.
London Guarantee & Accident, London, Voss,
Conrad & Co.

Broadway, New York, E. W. S. Van Slyke.
Alliance, Berlin, Gutte & Frank.
Munich, Munich, Gutte & Frank.

1893.

National Mutual, New York, W. F. McAllister.
Security Mutual Life Ass'n, Binghampton, N. Y.,
G. P. Hollenbeck.

Bankers Life Ass'n, St. Paul, C. H. Brodenstein.
Northwestern Life Ass'n, Minneapolis, F. R.
Bostwick.

Omaha Life Ass'n, Omaha, C. H. Wolcott.
Aachen & Munich Fire, Aix-la-Chapelle, Ger.,
Voss, Conrad & Co.

Life Ins. Clearing Co., St. Paul, I. P. Allen.
Columbian Fire, Louisville, T. C. Hindman.
Chicago Guaranty Fund Life, Chicago, F. P. Bev-
erly.

Preferred Accident, New York, T. Ellsworth.
Bavarian Lloyd Marine, Munich, Voss, Conrad
& Co.

New England Mutual Accident Ass'n, Boston, C.
M. Oakley.

Austrian Phoenix, Vienna, Bromwell, Fowler
& Co.

Mutual Benefit Life, New York, W. B. Shaut.
Union Casualty & Surety, St. Louis, R. W. Sloan.

1894.

National Benevolent Ass'n, Minneapolis, S. F.
Davidson.

Mutual Indemnity Co., San Francisco.
Los Angeles Mutual Life & Accident, Los An-
geles.

National Accident Soc'y, New York, Chas.
Thorn, Jr.

Merchants Life Ass'n, St. Louis, G. Q. Stewart.
Fidelity & Deposit Co., Baltimore, Voss, Conrad
& Co.

Tokio Marine, Tokio, M. A. Newell.

National Surety, Kansas City, Youngberg & Bo-
land.

National Life Ass'n, Hartford, A. Todhunter.
Security Loan & Trust, Los Angeles.

Weekly Benefit Soc'y, San Francisco.

Standard Life & Accident, Detroit, C. F. Briggs.

1895.

Pacific States Life, San Francisco.

World Mutual Benefit Association, Wheeling, W.
Va., R. B. Carpenter.

International Indemnity, San Francisco.

United States Casualty, New York, I. Isaacsen.

Knights Templars & Masons Indemnity, Chi-
cago, F. J. Cooper.

Globe Fire, New York, E. W. S. Van Slyke.

Des Moines Life Ass'n, Des Moines, Frank Dana.
Manufacturers Lloyds, New York, E. W. S. Van
Slyke.

Traders Fire Lloyds, New York, E. W. S. Van
Slyke.

Mercantile Lloyds, New York, E. W. S. Van
Slyke.

Mutual Lloyds, New York, E. W. S. Van Slyke.

General, Trieste, Okell, Donnell & Co.

Title Insurance & Trust, Los Angeles.

1896.

New England Burglary, Boston, Okell, Donnell
& Co.

Chai On, Hong Kong, Kwong Yick & Co.
Equitable Indemnity Ass'n, Seattle, B. J. Rhodes.

Commercial Union Fire, New York, C. F. Mullins.
City Trust, Safe Deposit & Surety, Philadelphia.

Geo. M. Mitchell.

Empire Life, New York, C. G. Reynolds.

Thuringia, Erfurt, Ger., O. N. Hall.

Kosmos, Hamburg, Gutte & Frank.

Edward Brown.

The senior member of the new firm of Edward Brown & Son, general agents, of San Francisco, is by birth an Englishman, but is by thirty-three years' residence and active business life in this country an American.

In 1863, when quite a young man, Mr. Brown came to the United States to join an elder brother living in Philadelphia. Two years later, in February, 1865, he began his insurance career.

The Pennsylvania legislature had just repealed a law which exacted from every non-resident company a heavy license for every county in which it had an agency. Up to that time the companies had contented themselves with establishing agencies at Philadelphia and Pittsburg only. The repeal of this law opened the doors to all solvent companies.

Mr. Brown was appointed by the Mutual Life of New York as its agent for the rich and populous county of Lancaster, with headquarters at the town of the same name. Soon afterward the *Ætna* and the Springfield Fire made their first appointments under the new law, and selected Mr. Brown as their representative. Later, three more Hartford and two more New York offices placed their interests in his hands.

In 1868 Mr. Brown organized the Lancashire Fire Ins. Co., with a paid-up capital of \$200,000, and for several years was its secretary and manager. Failing health (severe hemorrhages of the lungs) made it necessary to find a more equable climate. Naturally, he came to California and recovered his health.

In January, 1875, Mr. Brown accepted an offer from the United States managers of the Caisse Generale, a Paris company, to establish and take charge of its Pacific Coast department. This department was not fairly organized before heavy European losses compelled the company to close its American branch.

In 1878 the firm of Brown, Craig & Co. was organized, and received an appointment as general agents for the Phenix of Brooklyn. The remarkably successful career of this general agency is well known to our readers. For several years it ranked first in volume of Coast premiums.

The firm of Brown, Craig & Co. came to an end on May 31st of this year, just eighteen years to a day after its organization, through the determination of the Phenix to withdraw from the Coast because of the rate war. Whether this action was wise or not the reader may infer from the following figures: In the eighteen years of the firm's existence the net premium receipts of all companies in the agency were \$6,203,325, and the losses paid and incurred, including all unadjusted and all contested claims, were \$2,972,867. The average loss ratio was therefore less than 49 per cent.

In addition to the Phenix of Brooklyn, the firm also represented, at different

times, the Faneuil Hall, the State of Pennsylvania, the Star of New York, the Standard of London, the Greenwich, the American of Philadelphia, the Pennsylvania, and the Svea of Gothenburg. The three last-named companies were with the firm at the time of the dissolution.

Mr. Brown then took his son, Arthur M. Brown, into partnership, and both the American and the Svea continued with the new firm. For the American they have the entire Pacific Coast, and for the Svea all the Rocky Mountain states and all the Coast states except Oregon. This is a good wide territory, and Messrs. Brown & Son will cultivate it thoroughly, and harvest a good crop of premiums, we are sure.

Though not given to boasting there are two events in his career which Mr. Brown sometimes refers to with pardonable pride. In 1869 he established an agency for the Lancaster in Chicago. In July, 1871, from personal inspection, and despite the assurances of others that he was entirely mistaken in his views, he came to the conclusion that Chicago was an unsafe place for a small company. He therefore reinsured all the Lancashire's risks with the National of Baltimore—all except a few where the Baltimore company had full lines. Three months later Chicago was destroyed, and by this reinsurance his company was saved a loss which would have completely wiped it out.

Ironically speaking, corporations, like republics, are always grateful. Mr. Brown received not even a word of thanks from his stockholders, for thus saving them from bankruptcy. On the contrary, they censured him for not cancelling the \$34,000 total lines in force which he was unable to reinsure.

The other event, in which he likewise rejoices, was the cancelling or dropping out of lines to the amount of over \$100,000 on Seattle property a few months before the great fire, which, when it came, cost Brown, Craig & Co's four companies less than \$14,000.

Mr. Brown has taken an active interest in all matters relating to the fire insur-



EDWARD BROWN

Of EDWARD BROWN & SON, General Agents Pacific Department
AMERICAN FIRE INSURANCE COMPANY, of Philadelphia
SVEA INSURANCE COMPANY, of Gothenburg, Germany

ance business in this field. He has served on and been one of the active members of the fire and water committee of the Board of Underwriters of this city for many years, also has been a member of Legislative and other important committees.

Reinsurance Clauses Under Consideration.

At a meeting of the Fire Underwriters' Association, held August 18, President Folger presented for consideration five reinsurance clauses, with comments. Copies have been sent to members, with request for criticism and recommendations, to be sent in by October 1. Members are earnestly requested to send in their views.

It is too late for us to print these clauses, for the COAST REVIEW will scarcely reach all of its readers before the time when replies must be sent in. One of the clauses stipulates that the reinsured company shall retain, during the currency of the reinsurance, an amount equal to that reinsured.

Western and British America Changes.

The Pacific and Rocky Mountain departments of these Canadian companies have been consolidated. The new department comprises the following states: Kansas, Nebraska, Colorado, New Mexico, Wyoming, Montana, Idaho, Utah, Nevada, Washington, Oregon, California—twelve in all. H. T. Lamey, for some years past the manager of the Mountain department, has been appointed manager of the consolidated departments. Mr. Lamey is an experienced and successful field man and manager, and has been associated with the Western for fifteen years.

The amalgamation being in the interest of economy, made necessary by the lamentable rate war and general demoralization, Manager H. M. Grant and Assistant Manager C. A. Stuart retire. In a letter to agents, announcing the change, Vice-President Kenny of the Western expresses the regret of the companies for the severance of business relations with these capable underwriters.

For the present, at least, the headquarters of the Pacific Western department will be in San Francisco, with offices at 423 California street, as heretofore; but it is to be feared that if a compact is not soon formed, the headquarters will be removed to Denver, which is nearer the center of the territory in which paying rates are the rule.

Manager Lamey has appointed W. L. W. Miller special agent for the Western and British America in this field, to succeed E. L. Thompson.

The Fire Association Retires From California.

The Fire Association of Philadelphia has pulled up stakes, folded its tent and quietly retired from California. This action was not unexpected by those who have observed the many changes of management and policy as to its California business in the past. The association has not stuck to its text on any proposition, so far as this field is concerned. It is not necessary to state that it has not made any money here.

Manager Bertheau had things so arranged that the Fire Association was getting on its feet; in fact, we are informed that so far as the business done by him is concerned, during the eight months he has been its manager, a handsome balance can be shown in favor of the company. But whatever that balance may be, it can't come up to the heavy losses sustained by the vacillating policy of the association and the rotten management of its affairs here during the previous two or three years.

It is reported that that "distinguished" underwriter from the Chicago office, J. M. Beck, is trying to get some of the local agents in California to retain the agency of the Fire Association and report to him at Chicago; but up to date, we are informed that he has made no headway.

The truth is, any local agent would be "driving a nail in his own coffin" by attempting to keep up with the changes of management and policy of the Fire Association. The locals of California will hardly feel it necessary to send their

business to Mr. Beck at Chicago, where the "underwriting" will be done by that "bright light" at such long range.

Arthur Merrill Brown.

The junior member of the firm of Edward Brown & Son was born in Lancaster, Pa., in 1866. He came to California with his parents in 1875, and entered the office of Brown, Craig & Co. as stenographer when only sixteen years old. By persevering industry, close study and constant attention to his business he worked his way up until he became in reality, though not in name, assistant manager of the firm's business. Mr. Brown is one of the quickest and hardest workers that ever sat in an insurance office. Long practice has made him familiar with every locality, every town, and with most of the business risks in them, too, on the Coast and in the Rockies.

When the dissolution of Brown, Craig & Co. came, the father and son decided to join forces. It is a very creditable fact that the managers of the Svea, without knowing anything of this determination, expressed a strong desire, in fact almost made it a condition precedent, that the son should become a partner with his father in order that the agency be continued without other change should disability or death deprive the company of the services of the senior partner in this field.

Bohemian Midsummer Jinks.

The annual Bohemian midsummer outing in the redwoods, last month, was attended by the following named insurance men, nearly all of whom are members of this famous San Francisco club:

Chas. D. Haven, Geo. D. Dornin, Geo. E. Butler, Geo. F. Grant, W. H. Lowden, Wm. Sexton, A. E. Magill, W. B. Hopkins, V. C. Driffield, Rudolph Herold, Jno. Scott Wilson, Harry Smith, Henry K. Field, Chas. K. Field, John Landers, Clarence M. Smith, A. R. Grimm, Calvert Meade, C. Mason Kinne, J. F. J. Archibald, A. C. Donnell, W. H. Bagley, J. L. Fuller, Harry Durbrow, Chas. B. Hill, Harry Francis, A. P. Redding, J. G. Edwards, all of San Francisco, and L. Vetter of Los Angeles.

Both the "high" and the "low" jinks were artistic triumphs, in which Geo. F. Grant and Chas. K. Field made great "hits."

Rudolph Herold met with a severe accident, making a mis-step while descending a trail to the river. He slid down a steep embankment with more speed than grace. Since then, Mr. Herold has eaten his meals off a mantel-piece, and he signs policies at a standing-desk.

Warning to Life Insurance Agents.

We do not believe that there is a single class of workers more interested in the success of sound money than are the men comprising what may be termed the life insurance class. Life insurance depends on sound money, and the prosperity of the agent and solicitor depends very largely on the general prosperity.

Does the life insurance worker think for a moment that there will be any general prosperity while the country is painfully adjusting itself to a new currency basis?

Is it possible that any life insurance agent believes he can write any where nearly as much business when the insured or beneficiary must be prepared to accept the proceeds of the policy at a remote time in metal which has been declining in value since 1874, and may be worth 50 or 75 per cent less in ten or twenty years from now?

It is everywhere conceded that the change from a gold basis to a silver basis will result in an awful panic. There will be breaking banks, failing merchants, countless foreclosures of mortgages, hundreds of thousands of unemployed men, and the hardest times ever seen in this country. Admitting that the country will adjust itself to the new shifting basis in time, what compensation will there be for the unemployed life insurance solicitors who face starvation for years? What compensation for the widows and orphans compelled to accept 50 or 45 cents on the dollar of life insurance obligations contracted on a gold basis?

Do not take our word for the disastrous effect of panics on life insurance. Look



ARTHUR M. BROWN

Of EDWARD BROWN & SON, General Agents Pacific Department
AMERICAN FIRE INSURANCE COMPANY, of Philadelphia
SVEA INSURANCE COMPANY, of Gothenburg, Germany

at the figures printed in the July COAST REVIEW.

The companies reporting to the New York insurance department in 1869 wrote 231,269 policies of new insurance amounting to \$614,762,420. Then came the great panic, and in 1880 the companies reporting to the same New York insurance department wrote 72,267 new policies for \$148,596,335. This was a decline of over three-fourths of the annual new business in ten years. It was not until 1888, a period of eighteen years, that the annual new business of 1869 was equaled.

EFFECT OF PANICS ON LIFE INSURANCE IN THE UNITED STATES.

Let us go more into details. Here are the figures for several years:

No. New Policies.	Amt. New Insurance.
1869	231,269 \$614,762,420
1870	237,180 587,863,236
1871	209,743 488,655,022
1872	201,366 489,924,857
1873	199,050 465,614,001
1874	144,783 351,803,670
1875	133,095 299,270,337
1876	99,036 232,665,489
1878	81,909 178,283,617
1879	67,040 156,501,129

A tremendous decline in new business written annually in the United States! Thousands and thousands of life insurance agents were forced to gain their livelihood in other channels of employment.

A vote for the free coinage of silver is a vote for the same or worse panic conditions in the business world. Life insurance agents will be among the worst sufferers.

Not politics this year, but business.

Some time ago, Parks, state auditor (insurance superintendent) of Colorado, made a monkey of himself by assuming extra judicial functions. He constituted himself as supreme adjuster, superior to the courts, and demanded the payment of certain claims in litigation, under penalty of his high displeasure and a consequent revocation of license. Several companies were menaced by the Colorado dictator, but a rap on his pate restored

him to his senses. He is again a little wild, and is making a monkey of himself because insurance officials honestly tell their policyholders that as premiums and loans and policies are payable in the dollars of the country, the free coinage of silver means the payment of claims in a currency with half the purchasing power of gold, and steadily falling in value. The Colorado politician prefers that widows and orphans and holders of endowment policies shall be cheated, rather than that he should lose a feather from his warm political nest.

German American's Semi-Annual Statement.

We print this month a summary of the semi-annual statement of the German-American Insurance Company of New York.

Remarkable gains were made last year, and the first six months of this year shows even better relative results. The net surplus gained \$300,000 in six months, against \$400,000 in the previous twelve months.

The present assets are \$6,717,329, and the surplus to policyholders is \$2,711,875, a most enviable exhibit of prosperous growth and giant strength. We congratulate the company and General Agent Tyson.

Leroy G. Harvey.

The indictment of Leroy G. Harvey, on various charges of obtaining property under false pretenses, calls for mention in the COAST REVIEW, the defendant having been an insurance broker and a city agent for two or more insurance companies in San Francisco. Harvey was closely identified with J. M. Beck of the Fire Association.

It is a strange story of shameful wrong that is told by the widow who trusted Harvey as her broker. Geo. Law Smith had confidence in Harvey, and he told his wife that in the event of his death she should consult the broker about her business affairs. Smith died, and the widow consulted Harvey. The broker was placed in control of the estate, and now

the estate is in "reduced circumstances."

The "trusted friend of the family," broker, banker and insurance man, went to Mrs. Smith with a strange request, in the fall of 1895. He asked permission to exhibit her certificates of gas and light stock as his own, for one day, to some Eastern capitalists. The lady objected, but Harvey boasted of his wealth and real estate, and urged that by exhibiting this stock he could make a profitable deal with the alleged Eastern capitalists. The widow at last consenting, Harvey went to the office of the gaslight company, and using his power of attorney had the stock transferred to his name. The 300 shares were valued at \$15,000, and were subsequently sold by Harvey for \$5,000 in addition to the \$9,000 he had borrowed on them. Mrs. Smith and her daughter, the owners, never received a dollar for this stock.

In another transaction this villainous broker cheated Mrs. Smith of \$7,000, substituting his worthless note for the money paid for the release of a mortgage. The widow also signed the release of a \$3,000 mortgage on the broker's own house. Unable to pay the money, he told her he had torn up the release; but afterward it was found that he had had the release recorded, and had remortgaged the property to another person.

Other wickedness has come to light, but we need not record anything more to Harvey's discredit. He is a rascal of the most utterly contemptible kind—one who takes advantage of the trusting confidence and the complete ignorance of women. Imprisonment in San Quentin for life would be too mild a punishment for such a rogue. He deserves, in addition, periodical applications of the cat-o'-nine-tails.

It is to be regretted that on the first charge of embezzlement Judge Bahrs ruled that Mrs. Smith had lent the dishonest broker the stock and that he could not embezzle what had been lent. To the lay mind, under the circumstances, this is a distinction without a difference. There are still two grand larceny charges,

for feloniously converting the proceeds of sale of both certificates of stock to his own use.

If this wretched swindler escapes the penalty he so richly deserves, the courts of San Francisco will be forever disgraced, and any sentiment in favor of Lynch law will be greatly strengthened.

Coast Monthly Fire Insurance Losses.

CALIFORNIA.			
Month	1896	1895	1894
January	\$ 99,549	\$ 193,457	\$ 152,580
February	153,110	149,517	343,898
March	161,448	113,812	179,778
First quarter	\$ 417,113	\$ 357,786	\$ 656,256
April	158,298	315,855	282,946
May	259,080	110,495	167,431
June	2,6499	530,976	153,715
Second quarter	\$ 623,787	\$ 957,236	\$ 604,922
First six months	1,040,900	1,315,022	1,260,348
July	325,231	372,833	232,612
August	221,538	230,592	304,953
September		230,821	313,285
Third quarter	\$	\$ 834,156	\$ 879,982
October		184,206	181,843
November		174,809	435,476
December		370,369	68,270
Fourth quarter	\$	\$ 729,384	\$ 685,589
Last six months		1,563,540	1,565,571
Total of year		2,878,562	2,825,919

ENTIRE COAST.			
Month	1896	1895	1894
January	\$219,220	\$ 245,720	\$ 406,024
February	259,493	293,676	491,475
March	339,554	295,927	381,308
First quarter	\$ 818,177	\$ 835,323	\$ 1,278,807
April	353,936	477,235	459,131
May	309,021	218,059	327,783
June	379,854	613,805	392,175
Second quarter	\$1,042,811	\$ 1,309,099	\$ 1,089,089
First six months	1,860,988	2,144,422	2,367,896
July	577,166	520,159	430,263
August	356,357	508,829	542,056
September		379,626	781,363
Third quarter	\$	\$ 1,408,914	\$ 1,753,682
October		327,275	354,843
November		296,652	535,431
December		444,260	184,530
Fourth quarter	\$	\$ 1,068,187	\$ 1,074,804
Second six months		2,477,101	2,828,486
Total of year		4,621,523	5,196,382

Coast Burglary Losses Paid.

The New England Burglary Insurance Co., represented here by Okell, Donnell & Co., has been writing Coast risks but a short time, but claims for burglary are beginning to come in, and are being paid promptly. One claim was for lead pipe, plumbing and gas fixtures in a vacant dwelling. This peculiar loss being covered by the company's policy, it was paid, very much to the satisfaction of the owner of the property.

The New England Burglary now issues policies covering "hold ups" in banks and stores, and of messengers with bank deposits. There is a robbery rider for the mercantile policy, covering the felonious and forcible taking of money from the premises. The liability is limited to 25 per cent. of the principal sum of the policy to which the rider is attached. The robbery rider of the supplementary contract covers "loss of money feloniously, violently and forcibly taken from a regular employee of the assured while conveying the money of the assured, during regular business hours, to or from" a specified bank.

The Precious Metals.

RELATIVE VALUE DETERMINED BY RELATIVE PRODUCTION.

The following table of the world's production of the precious metals since 1873 is taken from a San Francisco daily paper which advocates the free coinage of silver, and whose proprietor is heavily interested in silver mines. The table, therefore, it may fairly be assumed, errs on the side of free coinage if it errs at all.

	World's Production.	
	Gold.	Silver.
	Ounces.	Ounces.
1873	4,650,000	63,267,000
1874	4,390,000	55,300,000
1875	4,720,000	62,262,000
1876	5,016,000	67,753,000
1877	5,515,000	62,648,000
1878	5,756,000	73,476,000
1879	5,262,000	74,250,000
1880	5,149,000	74,791,000
1881	4,984,000	78,890,000

1882	4,934,000	80,470,000
1883	4,615,000	89,177,000
1884	4,010,000	81,507,000
1885	5,246,000	91,652,000
1886	5,136,000	93,276,000
1887	5,117,000	96,124,000
1888	5,333,000	108,827,000
1889	5,974,000	120,213,000
1890	5,749,000	126,095,000
1891	6,320,000	137,171,000
1892	7,102,000	153,152,000
1893	7,609,000	161,092,000
1894	8,737,000	167,700,000

A casual glance is sufficient to show that the production of silver has enormously increased since 1873 when it was above par at the ratio of 16 to 1.

Dynamite and cheaper methods of extracting the ore, *without* new fields, have trebled the annual production of silver; and, worse, if the present rate of increased production is maintained as feared, in ten years from now the price may go down to 35 cents an ounce. This is an appalling prospect. Free coinage will not only not prevent this decline in price, but will accelerate the fall by stimulating increased production.

Look at the figures. In 1873-4-5 13,760,000 million ounces of gold and 180,829,000 ounces of silver were mined. The percentage of gold to silver was 7.6.

In 1892-3-4 23,448,000 ounces of gold and 481,852,000 ounces of silver were mined. The percentage of gold to silver had fallen to 4.8.

The proportionate value of the gold product of the world to the silver product in 1873-4-5 was 1.30. The proportionate value in 1892-3-4, on a bullion basis, was 1.40. This is a marvelous correspondence between bullion values and relative amounts mined.

In other words, the price of silver has been governed, in the markets of the world, by the proportion of the annual production of silver to the annual production of gold.

That gold has not appreciated is proved by two facts, to wit: interest has fallen and the wages of skilled labor remains the same.

Silver, like wheat, has fallen in price,

because of overproduction, and it has been overproduced because of cheaper methods and new explosives.

In the famous Broken Hill district in Australia silver is said to be inexhaustible. It will find a market *at some price*! It can be produced with profit at 35 cents an ounce!

Will men insure their lives, as heretofore, the insurance payable in metal which may be worth scarcely half as much when the claim matures as when the contract was made?

Will capitalists lend money as freely as heretofore, when the principal may be payable in depreciated money?

These questions vitally touch life insurance particularly, and fire insurance generally; and we ask them in the interests of insurance and insurance agents.

Mutual Reserve Fund Life Association.

PORTLAND, OR., Sept. 4, 1896.

Editor Coast Review:

I see that you are still on the right track showing up fraud whenever it appears. Your recent exposures of that gigantic swindle, the Mutual Reserve Fund Life Association of New York, cannot be commended too strongly by the public generally. Their methods are unsound, their officers are dishonest, and their agents and representatives throughout the country are to be shun as one would a highwayman or a poisonous serpent.

Their alluring schemes and inducements held out to get business are misleading and full of fraud from start to finish. They say: "We furnish insurance at cost, or at half the rates of Old Line Companies." No sooner has the victim got his policy than he finds his rates raised beyond what he was promised, but a plausible excuse is furnished to appease him, and in a few years he finds another raise, and so on until he is frozen out entirely or his rates are about double that of any Old Line Company.

The writer knows whereof he speaks, for he has had an experience whereby he could learn all the ins and outs of their work.

A little over a year ago, through false representations, I was induced to accept the position of manager of this northwestern territory; came to Portland, opened an office, advertised for agents and commenced business.

I soon found that I had stirred up a bees' nest, for policyholders began to pour in on me with nothing but curses for the company for the way they had been treated, in raising their rates and then refusing to give any good reason why it had been done. This was all new to me, and I at once wrote the company asking them why they did not let me know the condition of things. Their answer to me was evasive and unsatisfactory, but urged me to send in business. I worked hard and got my share of the business, but I found that they had not only swindled the policyholders but were trying to beat me, hence I sent in my resignation, closed the office and stepped out.

Mr. Robinson, of Omaha, who, by the way, holds the exalted title of Director of Agencies, came out and paid off the debts of the company for office rent, etc., at 50 cents on the dollar, then appointed one J. D. Patterson as agent, who was known to be a forger, a perjurer and an escaped criminal from Utah. He did not write a policy, but made a business of borrowing money from everybody who would loan him a few dollars, run bills at saloons, beat restaurants and lodging houses, forged a few notes and then left a letter in his room stating that he was going to commit suicide by jumping in the river. No one believed that he had done so, but he disappeared and has not been heard of since.

So ended the business of the Mutual Reserve in the northwest. A greater portion of their policyholders at once fell out, and those that did not was and are yet greatly dissatisfied, and sorry they ever heard of the outfit.

They have had no agency here since, and could get no respectable man to take hold of it for them.

People who want insurance have learned that cheap insurance, like all other cheap articles, is dear at any price. And my advice to all parties who want protection (and everybody does) is to go at once to some Old Line Company (of which there are many) that have fixed rates, a standing and a reputation for honest dealing, take a policy with them, and instead of having your rates increased every few years as you would in the Mutual Reserve, they will be getting less by the dividends that will soon be coming to you. I am a strong believer in life insurance, but my short experience with the Mutual Reserve has taught me a valuable lesson, viz: to let all wildcat, dishonest concerns alone and stay by those that have fixed policies, honest

management, and are able to keep each and every promise.

The above can be substantiated by hundreds of the best business men of Portland if any one sees fit to dispute any of the statements. Respectfully, etc.,

H. N. BRYANT.

Ex-Manager Mutual Reserve Fund Life Association, Portland, Oregon.

The Bankers Alliance Changes.

Both Secretary Russell and General Agent Priest, of the Bankers Alliance, of Los Angeles, have resigned. It is stated that they are going to Denver to organize a new assessment company on the same plan. The Los Angeles concern has done a good deal of business in Colorado, where people generally are crazy.

It is hinted that there has been a grand row among the managers of the Bankers Alliance, thus verifying some of the *Coast Review* predictions of trouble. Other resignations have already been reported.

We are told that the prominent bankers and business men who lent their names as directors were paid \$150 per month each. Now they are stepping "from under," anticipating the fall of something heavy.

Mutual Admirers.

"Capricious and treacherous *Insurance*."—*Baltimore Underwriter*.

The *Insurance Magazine* gives us an idea of its opinion of Anthony by referring to him as the Late.

The editor of *Insurance* lingered too long at Ackerman's doorstep, and now his thick skin has the appearance of being scalded.

The *Insurance Post* says a contemporary "lies." Thus do the brethren dwell together in the pleasing amity of the bar-room loafer.

What Should be Attempted in Supervision.

In so far as the business of insurance proceeds upon plans which from the inherent nature of the undertakings must be technical and complicated beyond what is usual in ordinary commercial transactions, the Commonwealth ought to take consideration and regulation of the business. To such extent as the public is not able to understand and protect itself, it is the duty of the Commonwealth to guard it against the chances of imposition and

fraud. No further than this, either as respects the general methods of the business nor in its police regulations, is there justification for official interference any more than in any other commercial enterprise. As for instance, in savings banks and trust companies, reasonable regulations having been made as to the character of investments, and the disposition of the earnings, the business is then left substantially to the chances of competition. So in its purely financial aspects, aside from the scope of its technicalities, should the business of insurance be left unvexed by unnecessary restrictions.—*Commissioner Merrill*.

We commend the foregoing to Parks of the Colorado insurance department, who imagines himself dictator.

How It Will Affect Two Classes of Creditors.

It takes the men who have life insurance. A man who has taken out a policy that his widow and children might not come to want when the bread-winning hand was stricken in death can they, where the policy reads \$5,000, make it read \$10,000? No. Can the managers of these institutions make it right with them? No. This policy coerces integrity. (Applause.) However honest a president of a savings bank may be, however full of sympathy the president of a life insurance association may be, he is compelled to say: "All of the loans of this company are scaled down to 50-cent dollars. We loaned dollars that were worth 100 cents; we are now being paid in the reduced dollar. Although our integrity revolts with it, our honesty is coerced, and we must pay the widow half."—*Ex-President Harrison*.

There is another class of creditors that the free coinage of silver will greatly injure. It is the depositors in savings institutions and kindred organizations, who, according to official statistics, number nearly 5,000,000 people, whose deposits amount to more than \$1,800,000,000. Will you cheat them by reducing the value and purchasing power of the dollars they have deposited? Free coinage will also

wipe out nearly one-half the value of life insurance which provident people of the United States have paid to secure, in case of their deaths, some support and protection to wife and children. It will affect injuriously the multitude of clerks and employes who depend upon monthly pay, and will reduce the purchasing power of all salaries of officers and employes in the public service of the United States, and every state, county, city and township in this broad land. But by far the greatest injury resulting from the free coinage of silver will fall upon workingmen. Their wages are now based upon money of the highest value, upon gold coin of standard value.—*John Sherman.*

Items.

—Chas. F. Hard succeeds Wm. G. Whilden, deceased, as special agent in the Southeast for the Continental.

—Publication of annual statement in a Sunday paper has been held legal by the attorney-general of Ohio, the Sunday paper being lawful.

—W. H. Grub, a music-dealer at Columbus, O., failed because the fire Lloyds did not pay the loss on his store. Only one of four Lloyds paid.

—Among the delegates to the sound money National Democratic convention at Indianapolis were Messrs. Trezevant and Cottom, prominent Texas insurance agents.

—New York city fire premiums first six months 1896, \$5,541,940, a gain of \$200,000 over same time 1895. The Fireman's Fund does a creditable share of New York business.

—E. D. Sniffen once more, now of the American Wheelmen's Protective Association of Chicago, and arrested on a charge of embezzling \$100,000. A fancy figure, of course.

—The New England Burglary has reduced rates on residence property from \$10 to \$6 per \$1,000, and \$2.50 for each additional \$1,000. Rates on summer and country residences are double.

The Equitable Life of New York has loaned \$250,000 for the purpose of building a new city hall at Atlanta. The loan is payable in gold coin of the present weight and fineness, and the interest rate is 6 per cent.

—The warships built by the Cramps are insured while in course of construction and on trial trips. It is said that the company at one time carried \$12,000,000 insurance on government work, a large part of which was placed abroad.

—The insurance men encouraged the Natchez business men in their projected local anti-monopoly fire insurance company, and gave the Natchezans statistics with which to open the underwriting shop. Then the business men concluded they did not need a local company.

—The Mutual Life has made a building loan of \$1,423,000, bearing 5 per cent. interest, on the St. James Hotel property, Broadway, New York. The loan is covered by two mortgages—one to run two years, and containing a gold clause; the other to run five years, with no gold clause.

—110 agents of the New York Life, from three states, who had written \$10,000 or more paid for business in July, met in convention in Detroit last month. The bold stand taken by this company against paying policyholders in depreciated money is bringing the reward of a lot of new business.

—The 27th annual meeting of the Fire Underwriters' Association of the Northwest meets in Chicago September 29th. Among the papers will be one on "The Evolution of the Jew," by Max Dembofsky, of Chicago; and one on "Depreciation," by F. A. Thompson, of Denver, who knows less on the subject than he will if our finances are Mexicanized.

—The demurrer of the Mutual Reserve Fund Life to the complaint of Joseph R. Swan, a policyholder who asked for an accounting of the reserve fund and a distribution to members, has been denied by

Justice Hiscock of the New York court of appeals. The effect of the decision is to allow the plaintiff to make good his complaint if he can do so by valid testimony.

—The notorious F. W. Anthony, Brooklyn broker representing "broke" companies from wildcat woods, is conspicuous again in the mails from which lesser frauds are excluded. His circular informs us that he has received the general agency for this "vacinity," of several "first-class" companies, such as the Interior of Martinsburg, W. Va., the Atlas and the Citizens of Columbia, S. C. The COAST REVIEW warns its readers against Anthony and his alleged companies.

—The member was in arrears, and was notified to pay by June 20. He sent the amount due, on June 13, and filled out a health certificate on June 20. On June 26 he fell ill and called a physician. Just before his death in November the physician discovered that the insured had cancer. The National Benefit Association refused to pay, on the ground that the insured knew he had cancer when he paid the assessments in arrears. The Iowa supreme court decided in favor of the beneficiary.

—There used to be a custom in India for anyone with a grievance to go and die in the doorway of the offender. In England, last month, a tailor attempted the same thing. He had a claim against a fire office, and wrote a letter to the managers, threatening to come to the city and die on the floor of the office if his claim was not immediately paid. And he walked all the way to London and took poison in the office of the company, saying he might as well commit suicide as starve to death. A stomach-pump saved his life.

—Here is what Col. Green, of the Connecticut Mutual, has to say of the suicide clause in life insurance policies: "The payment for lives deliberately self-ended is a fraud on the whole membership, no matter when it happens. In such cases we return the reserve, so that the other

members make no profit out of the transaction; nor, on the other hand, will we permit them to be mulcted for such a one. Whoever desires anything other than this desires something founded in the very essence of swindling and that which is destructive of public morals as well as of honest contract relations."

American Wheelmen's Protective Association.

J. D. Maxwell has been appointed general agent of the American Wheelmen's Protective Association of Chicago. The association makes a very desirable contract, agreeing to replace lost or stolen wheels. Agents can add considerably to their income by representing the American Wheelmen's Protective, and should apply to General Agent Maxwell for an agency. Bicycle-owning has become universal, and bicycle-stealing has become general. Readers of the daily papers need not be told that bicycles are stolen almost daily.

Mr. Maxwell also represents the New York Plate Glass Ins. Co. and the United States Casualty Co., for which agents are wanted. Business can be written for any or all these companies by any live agent.

Large Lines.

The writing of large lines creates dissatisfaction among companies which do not believe in carrying or peddling the load, or which do not receive their share of "the plunder." This dissatisfaction may be one of the factors working for disorganization and cut rates in more than one territory. A good deal of this "large line" business is carried abroad, under "treaties" with foreign offices, though padding the figures of the insuring company or branch. There is doubtless a satisfactory exchange of business therefor, but it is foreign business. The American business thus placed is actually insured abroad, with all that that fact implies. It is interesting to note that purely reinsurance companies have been seldom successful, and that jumbo-line writers have been unsuccessful in three conspicuous instances in the United States. The tendency in fire underwrit-

ing, however, it must be admitted, is in the direction of large lines, and volume of business at low rates. The American companies must be prepared to meet the competition of foreign companies as to lines and for volume of business.

The Colorado Air.

Jules Verne, if we remember correctly, wrote a story of a Holland town which manufactured oxygen and supplied it to the townsmen in pipes. Every householder had oxygen on tap, and stimulated the whole family by turning a stop-cock. The results were brilliant, for awhile, but the town people became erratic and then insane. The light air of Colorado appears to be having similar effects on the people. They have become light-headed, loquacious, and menacing, and are nearing a condition of incoherence and collapse. The miners have at last gone mad, and demand their wages in bullion-value silver. The insurance agents want their commissions cut in two, and think they can increase business by destroying credit. The life insurance solicitors are noisily daft, and profess to believe they can write more business by promising to pay claims in overproduced metal which has been falling in value, and in twenty years from now may be worth only thirty cents on the dollar. It is the light air of the mountain state.

A queer lot of reasoners, those Denver agents of the New York Life who don't want the policyholders warned that under free silver all policies will be payable in silver. The Denver logicians don't appear to have read the annual statement of their company, for they ignore the \$40,000,000 loans payable in dollars, and cheerfully figure on doubling the company's assets, measured in silver bullion. They argue that the company being mutual the members will share alike in the doubled values, though their policies be paid in depreciated currency. These cold blooded partisans have not a single sympathetic word for the policyholders whose claims will mature before there can

be any distribution of the imaginary gains of repudiation—not a word for the widows, and orphans, and annuitants, and endowment claimants, whose \$12,000,000 to be paid next year will be paid in 50-cent dollars under the contract, if silver monometalism prevails. The Denver solicitors have ignored the vital issue in this matter—the rights of the widows and orphans and others whose claims fall due in the next few years. Defending cheap money and repudiation, they defend the robbery of the helpless of half the money due them.

Fortunate California.

A specific contract law in California provides that contracts made payable in gold must be paid in gold. Debts can not be paid in legal tender. All loans are made payable in gold coin. Savings banks, commercial banks and building and loan associations, in California, therefore, can pay depositors in gold because their loans are payable in gold. We in California should not be affected so seriously by a free silver legal tender repudiation act as people of other states lacking such law and making contracts merely in "dollars."

In the East it is quite another matter. There the medium of exchange is "dollars," not gold coin, and banks, and building and loan associations and insurance companies and holders of securities generally would be compelled to accept depreciated money from debtors and pay creditors in the same dishonest stuff.

Therefore if the free coinage party is successful in November there will be runs on banks, demands on insurance companies and building and loan associations, rapid decline in securities of all kinds, no renewals of loans, foreclosures of mortgages, contraction of currency, and universal insolvency and distress.

Among the greatest sufferers will be insurance agents.

Money-lenders, depositors, investors generally would not wait for the enactment of free coinage. The evil effects would begin with the announcement of

the election of the candidate of repudiation. Indeed, these effects have already begun. The bare possibility of fiat money has shaken the foundations of business.

With gold contracts, with banks guaranteeing the payment of gold to depositors, with loans made payable in gold, California is indeed fortunate as compared with sister states where contracts may be lawfully paid in 50-cent dollars if free silver wins.

The California Commissioner's Report.

There are some statements in Mr. Higgins' report which we cannot allow to pass unchallenged.

He says that the losses complained of, growing out of the rate war, "are all calculated upon the rate charged for the past few years." Not at all. They are calculated as much from the excessive proportion of long term business, as from the reduction of premiums or premium rate. The actual premium rate, making allowance for the immense amount of three year business, is far lower than the reduced rate shown in the proportion of premiums to amount at risk.

He says: "The fact is overlooked that the rate has steadily increased since the formation of the compact." Rates were not raised. The compact rates were those of the existing board, and had been charged by a majority of the offices. It is true, however, that the offices as a whole show a slight advance in the average rate, the year after the compact was organized, the advance being from 1.51 to 1.60. This was an advance of only 9 cents on the \$100.

We quote further: "Just before the rate war it was fully 20 per cent. higher" than before the formation of the compact. We again inquire, Where did you get your figures, Mr. Higgins? Just before the compact the average premium rate was 1.51. Just before the rate war the average rate was 1.68. This was an advance of only 17 cents on the \$100, a good part of which may have been owing to the writing of larger amounts of special hazards, and to the re-rating of towns which had outgrown their fire protec-

tion. The increase was only 11 per cent., and not 20 per cent., as Mr. Higgins says. The commissioner is dealing with California figures. So are we.

Mr. Higgins intimates that the compact raised rates "20 per cent." in despite of a "marked increase in the efficiency of the fire departments in every city in the State, the invention of automatic sprinklers, and the general increased strictness concerning building construction." Let us admit that there has been the increase as alleged. Wherever the fire protection was improved, the compact recognized such improvement by lowering the rates. Many changes were made by the rating committees, to correspond with the decreased hazard. As to "automatic sprinklers," it is scarcely necessary to refer to them, since they are put in to secure lower rates.

The commissioner makes an estimate which shows that the companies made money in California last year in spite of the rate war. This will be good news to managers and stockholders who have been under the impression that they lost money in this state in 1895. Our genial commissioner figures out a profit thus easily: Loss ratio, 60.6 per cent; expenses 35 per cent., and "there is still a small margin left." How simple!

Here is a nut for Mr. Higgins to crack. Writing the same amount of business in 1895 as in 1894 were not the expenses the same? Of course. Now in 1894 the expenses at 35 per cent. of the premiums were \$2,217,950. Add this sum for the expense of transacting the same amount of business, substantially the same amount being written, and we have a total of \$5,068,622 losses and expenses, against \$4,704,584 premiums. Can you figure out a "small margin left" now, Mr. H.? Moreover, a large part of this business was written for three years, thus unduly swelling the premium totals. Nobody knows the amount of this unusual term business, but if it is a fourth of the total it brings the net loss up to a million and a quarter for the year 1895. Here is a great actual loss, not a comparative loss.

The Eastern insurance press copied this part of Commissioner Higgins' report, without comment. They swallowed it as the comments of a well informed man, nothing questioning.

The Royal Insurance Company.

\$50,000,000 GROSS ASSETS — \$21,000,000 FIRE ASSETS — NEARLY \$16,000,000 SURPLUS — OVER \$10,000,000 FIRE PREMIUMS YEARLY — LARGEST FIRE ASSETS AND LARGEST FIRE BUSINESS IN THE WORLD.

The fire department of the Royal Insurance Company of Liverpool, Eng., ranks first of all companies in annual premium income and in amount of gross fire assets. The fire assets are \$23,966,870, a gain of over a million and a third in a year. The fire premiums last year were \$10,236,000, a sum considerably larger than for the previous year.

The net surplus over capital and all liabilities is the very imposing sum of \$13,748,734. Adding the \$1,878,510 capital paid up, we have the surplus to policyholders, which is \$15,627,244. Altogether the results for the year 1895 are most satisfactory, and surpass those obtained in any previous year of the company's history.

The Royal is one of the most successful as well as one of the largest insurance companies in the world. Its average loss ratio is moderate, and its assets have been accumulating for many years. The net surplus advances steadily. The Royal has also made several profitable reinsurance deals, taking over much desirable business.

The United States branch of the Royal has \$7,454,943 assets, of which sum \$2,211,173 is surplus. The United States premiums last year were \$4,875,372, with a loss ratio of only 54 per cent.

The Royal's Pacific Coast department, under the management of Rolla V. Watt, has \$170,169 premiums to its credit for the past year.

The Queen Ins. Co. of New York operates in this field in conjunction with the Royal, in the same department, with Mr. Watt as manager.

Royal Insurance Company's New Building in Liverpool.

Elsewhere we print a photo-engraving of the accepted design of the head-office building of the Royal Insurance Company, of Liverpool, Eng. This design was selected from a number submitted in competition, and the building now in course of construction will be when completed one of the handsomest and most complete office buildings in the world—a home in keeping with the strength and standing of the Royal.

The Queen Insurance Company of America.

A PROSPEROUS, STRONG AND GROWING COMPANY.

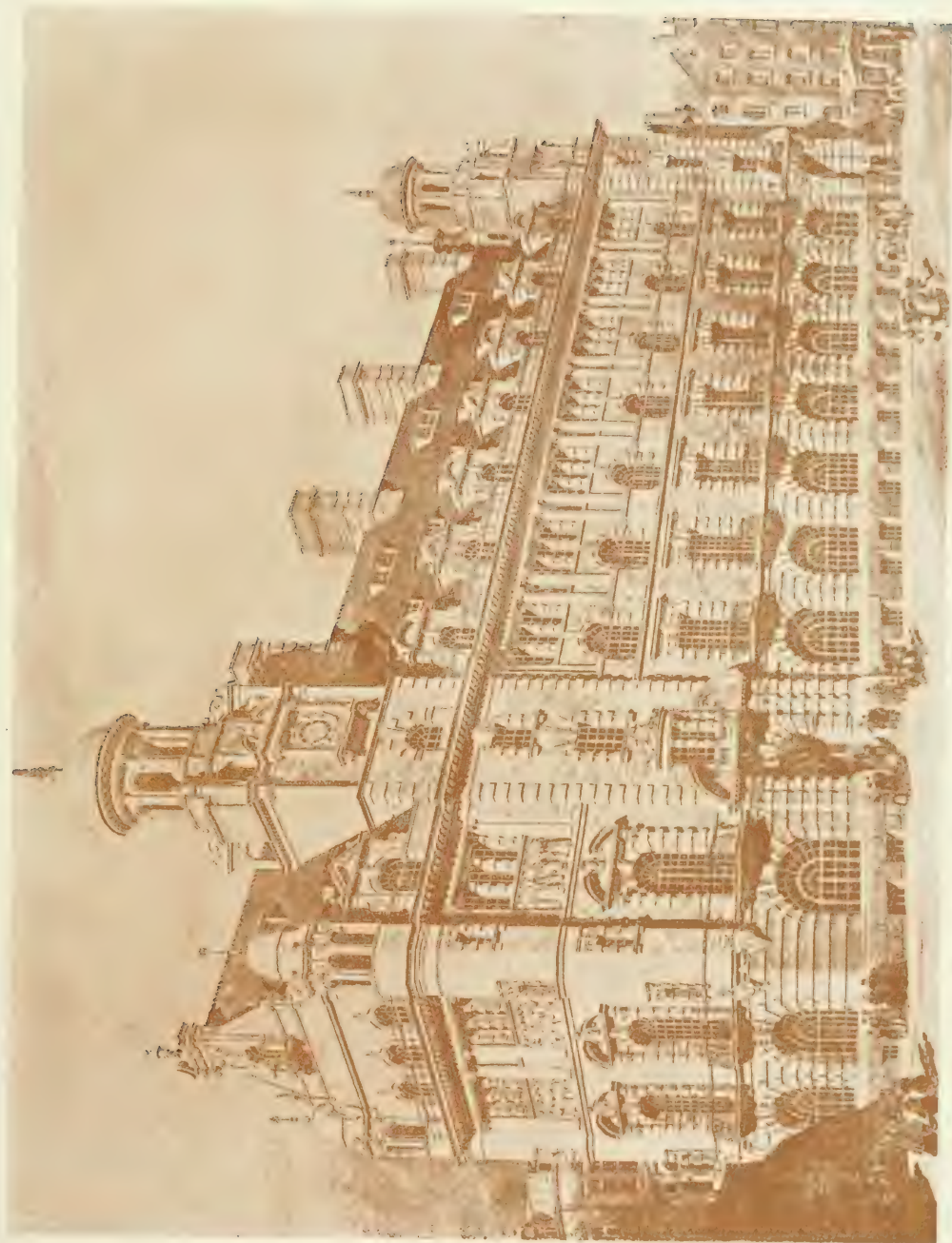
The Queen Insurance Company, of New York, is one of the larger American fire offices. As is well known, it is the successor of the American branch of the Queen, of England, which was reinsured several years ago. The new company was incorporated, capitalized with \$500,000, and succeeded to the business and name of the Queen. The new undertaking appears to have been a great success: for business and assets and surplus have made considerable gains.

The Queen has \$4,039,586 assets, a gain of nearly \$300,000 in a year. The net surplus at the beginning of the present year was \$1,518,923, a gain of \$362,000. The premium income last year was \$2,153,440. Losses were not heavy, and for the first time a dividend was paid. Since 1891, when the Queen was incorporated, the directors have withheld dividends, preferring to build up the company's net surplus to its present handsome proportions.

The Queen and the Royal are operated under one management on this Coast in charge of Rolla V. Watt. Recently the Montreal departments of the two companies have been united, thus following the lead of the San Francisco department, and with equally good results.

On this Coast the Queen, like the Royal, does a large and profitable business.

The Queen is erecting a handsome office building in New York costing \$400,000.



Accepted design for Head Office Building of the ROYAL INSURANCE COMPANY of Liverpool, and to consist of—
Building covers entire block.

The Northwest Insurance Association.

The annual meeting of this association of local boards was held in Portland on September 9. The attendance of delegates was large. Various topics were warmly discussed, but the general tone was temperate and conservative. The Northwest Insurance Association has done "a heap" of good in maintaining rates and sound practices in its field.

The executive committee is as follows: Hanford, Seattle; Ball, Tacoma; Mason, Port Townsend; Ford, Olympia; Jones, Spokane; Whitman, Walla Walla; Herrington, Wallace; Wright, Salem; Stewart, Aetna; Craw, Eugene; Hudson, The Dalles; Morehouse, Pendleton; Tate, Boise; Henry Hewett, Portland, president.

The report of the executive committee is a very creditable document. The association has been remarkably successful, but it has had to face serious difficulties. The managers who signed the agreement have upheld the association, however, and the power thus applied has secured obedience, brought the refractory few into line, maintained rates, and insured profits.

The committee says of the rating department: "It has been prompt and impartial. The by-law which makes a request signed by three-fourths of the company managers a condition precedent to a change in the tariff of any city or district is certainly just and politic, requiring as it does joint action between this body and the managers."

The committee offers a novel remedy for the credit evil, in the form of a proposed by-law. It is as follows:

"No policy shall be delivered to an assured or payee until the full premium thereon shall have been paid.

"Not later than the fifteenth day of the month following that in which the policy takes effect the premium thereon shall be remitted to the company.

"Not later than the fifteenth day of the month following that in which the policy takes effect, every policy unpaid, retained in keeping of the agent, shall be returned to the company as canceled. The name of the assured and a description of the property cov-

ered, under such canceled policy, shall be furnished to each agent located in the neighborhood of the risk covered thereby and to each company manager, and the rate thereafter charged on the property covered by such canceled policy shall be the tariff or special rate theretofore applying, with ten per cent. added."

THE COAST REVIEW would like to see such a measure tried. Credit in fire insurance is a great demoralizer, and any possible preventive rule should be welcome.

The appointment of men as agents who can obtain an occasional commission on policies issued to a relative or special friend, is referred to as something that can be prevented only by the exercise of great good faith. It is something that the managers control. The committee, therefore, recommended that no rule controlling the appointment of agents should be adopted. Managers are urged, however, to confine their representation to agents already commissioned.

Edward Brown & Son's Companies.

The new agency firm of Edward Brown & Son represent two popular, strong and long-established companies, each of which has a handsome net surplus.

THE SVEA.

The Svea Ins. Co. of Gothenburg, Sweden, has \$5,802,456 gross assets, of which over \$700,000 is net surplus. The surplus as regards policyholders is \$1,234,005. Last year was a very profitable one for the Svea, assets and surplus and premiums all increasing. The loss ratio was less than 50 per cent., but the stockholders contented themselves with the usual moderate dividend. In this field the Svea did an increased business.

AMERICAN OF PHILADELPHIA.

The American Fire Ins. Co. of Philadelphia bears the honors of eighty-six years gracefully, and deserves the congratulations of friends. Its annual statement shows additions to its assets and a very large gain in net surplus. There has evidently been some revision of business which is giving reduced loss ratios.

The American Fire has \$2,409,584 assets, \$309,118 net surplus, \$809,118 surplus as regards policyholders. These are figures which support the claim of security, likewise fortified with the age and honorable record of this old company. The American Fire has always done a large and paying business on this Coast.

Board of Fire Underwriters is Finally Organized.

At a meeting of the Board of Fire Underwriters, Sept. 16, the organization was finally completed by the signatures of all the outside offices that have been asked to join. The Hartford Fire's request that the New York Underwriters' Agency be conceded a vote as a separate organization was reluctantly conceded. It was also agreed that the limitation of sixty days in which policies may be written in advance, be further restricted to fifteen days.

It is hoped that at an early meeting rates may be restored. There is some uncertainty as to the action of the Home and Phoenix, and there is therefore a feeling of uneasiness. The board is organized, but rates have not yet been restored, and will not be if the Home and Phoenix do not accept the non-intercourse clause recently adopted. It is generally known that this clause, as last adopted, has not met the approval of the management of these companies; but it is hoped that, under the peculiar circumstances of the case, the clause will be accepted, and the board be allowed to restore rates immediately.

There are still outside, the Westchester, Continental, Franklin, Williamsburg City and Northwestern National. These offices will, of course, be asked to join the board. Manager Spencer, of the Westchester, has already wired his principals for authority to sign the constitution. It is not too much to hope that these five outsiders will cordially join in this attempt to restore rates and sound practices.

The success of the board will depend on the members themselves—on their good faith and earnest efforts to re-establish

the conditions which are essential to profit in fire underwriting.

The somewhat unexpected demand made by the Hartford Fire Ins. Co., through Manager Belden, that the New York Underwriters' Agency should be accorded a representation and vote in the board, delayed final action. In itself, this representation was not of sufficient importance, one way or the other, to warrant a refusal. It is of importance only as a precedent, because similar agencies can be created at any time by any company, and thereby possibly embarrass the board when important measures are pending.

The signatures of the four outside offices were expected, on the adoption of the non-intercourse clause and the commission regulations asked for. The action of the Hartford Fire was therefore a great disappointment to the executive committee. It transpires, however, that Manager Belden had insisted, all along, that the N. Y. Underwriters must be recognized here as in the East, even though not operating separately from the Hartford Fire department; but his contention for this recognition had not been formulated in a special communication to the board. The point at issue does not seem to be of sufficient importance for the company to take so decided a stand, especially in view of the concessions already made; but the Hartford people take a different view. We can only hope that their victory will not return in some new unpleasant shape to plague 'em, when similar "agencies" are created by other companies.

The Oldest.

Some one sends to the *Spectator* three questions which he desires some one to answer. They are:

1. What is the name, age, and location of the oldest life insurance society or company in the world?
2. Is it assessment or natural premium?
3. Is the statement true that there are sixty assessment companies in existence to-day which are over 100 years old? If true, what is the authority? If not true, what is the truth?

The *Insurance Journal* of Hartford answers as follows:

We are going to essay an answer, and if any one can do better, let him try. The oldest life insurance company that we know of is the "Hand in Hand," which is just two hundred years old, and is English. It is neither an assessment nor a natural premium company, but a level premium company. That answers two, and the correct answer to the third query is that there is not only not sixty, but there is not one assessment company a hundred years old, and now that the Lebanon concern is dead, we doubt if one can be found thirty years old. Assessmentism broke out some years after our civil war, became epidemic about fifteen or twenty years ago, and has gradually died out, except in some cases, among fraternal societies, and on the New York Stock Exchange. It is almost unknown in any other country, being peculiarly an American disease. It is usually most virulent in the early stages, and its average duration is under five years. It rarely continues for so long as ten years.

The Bible on Silver.

And all King Solomon's drinking vessels were of gold, and all the vessels of the house of the forest of Lebanon were of pure gold: none were of silver; it was nothing accounted of in the days of Solomon. 1. Kings, X, 21.

Yet the "divinely appointed ratio" in those days, when silver was "not much accounted of," was 9 to 1. Why not 9 to 1 now, as easy as 16 to 1?

Chips.

—He is a good trustee who warns against financial pitfalls. The life insurance company is a trustee.

—The parliament at Ottawa, Canada, will compel the American companies to pay policies in gold. They are willing to do this as long as premiums are paid in gold. The American parliament which meets November 3d will likewise compel both companies and policyholders to pay in honest money.

A sister has an insurable interest in her brother's life, even though the insured has a wife living. Mich. 504.

—The repeal of the silver-purchasing act greatly benefited Colorado and California in particular, in time, by enormously stimulating gold mining.

—Real estate business, in which so many insurance agents are interested, would be sadly injured by free silver coinage. Much of the business is a credit transaction, and real estate owners generally would not exchange realty for silver notes, silver being unstable, with a downward tendency. Real estate men are deeply interested in the defeat of free silver.

—Floating around amongst our exchanges we find one item originating in the *Western Insurance Review*, telling how the nuns in a convent in St. Louis had insured their lives to the amount of \$90,000, and a resident priest had added \$8,000 on his life, to secure the payment of a debt. So far as we have observed, this transaction has been favorably commented upon by insurance journals, and this moves us to once more inquire if the payment of debt is one of the functions of life insurance. We have tried to understand how the "acquirement of an estate," "spans of horses and cottages by the sea," through the medium of life insurance, could be squared with the fundamental idea of insurance, but so far have been unable to harmonize these things. Similarly we are unable to see upon what principle of justice or right any portion of our money should be taken to pay the debt which hangs over the St. Louis convent. Upon the death of one or more of these nuns, or the resident priest, the amount of the policies in excess of the reserve will be taken from the contributions made by other policyholders, ourselves as well as others, and we fail to see why we should pay other peoples' debts when we expressly agreed to contribute only to the support of the families of the deceased policy-holders.—*Insurance World*.

--Continental changes will be seen by references to the colored page ad.

--Chas. E. Bliven, a well known Chicago underwriter, best known as Major Bliven, until recently Western manager of the American of Philadelphia, died August 29.

--Sherwood & Gillespy of Seattle, provoked by a "cowboy attack" by the *Washington Workman*, discharge a little "grape" in reply. That's right. Patience is not always a virtue. One must turn and kick a cur occasionally.

--The COAST REVIEW and the insurance fraternity were favored last month with a visit from a number of well known and prominent out of the city insurance men. Among them were Major Wm. H. Bonsall of Los Angeles, F. W. Macfarlane of Honolulu, W. L. Gazzam and W. B. Goodwin of Seattle, D. C. Reed and A. G. Nason of San Diego.

--Near Sacramento a man, believed to be slightly demented, set fire to a barn belonging to a young woman with whom he was infatuated. He says he heard her say she wished the old barn would burn down, as it was insured. That night this obliging lover fired the barn. Suspected, arrested, he confessed. Casuists are invited to say which is the more guilty, the woman or the man.

--The Kosmos Insurance Company, of Hamburg, Germany, has been licensed to do business in California, and Gutte & Frank have been appointed general agents. The Kosmos was organized and began business on the first of August this year. It has a capital of \$875,000.00, of which \$203,125.00 has been paid in. The shareholders of this new German company are of the most prominent merchants of Hamburg. The wealth and influence of the promoters of the Kosmos is a guarantee of its success. On this Coast the Kosmos will do only a marine business, taking the place of the Federal Marine in Gutte & Frank's general agency.

--Stocks went up the day after the Vermont election.

--Local agents are welcome to the use of any article appearing in the COAST REVIEW. It is possible, however, that our printery can give better figures for reprints than other offices.

--The Halifax *Evening Mail* says policyholders in American companies are excited over the possibilities of free silver and bullion values. They are resolved not to be paid in coin which may fall to 30 cents on the dollar.

--The rapidly growing business of the industrial department of the Pacific Mutual compelled the company to secure additional quarters for the accommodation of the metropolitan agents. New and handsome offices have been secured at 511 Montgomery street, where W. S. West, manager metropolitan district, and his fifty solicitors are comfortably "housed," and where all city business of the industrial department will be transacted.

--The late James G. Blaine, in a speech in the United States senate, February 7, 1878, said: "If we coin a silver dollar of a full legal tender, obviously below the current value of the gold dollar, we are simply opening our doors and inviting Europe to take our gold. With our gold flowing out from us we shall be forced to the single silver standard, and our relations with the leading commercial countries of the world will be not only embarrassed but crippled."

--There are some "enterprising" citizens of McMinnville, Oregon, trying to "float" a "hat-passing" mutual fire insurance company. The latest reports at hand are to the effect that they have secured the signatures of at least twenty farmers who have paid in \$2.50 each, and the "company" has sustained one loss of \$1,500. Just where they expect to get the money to pay this loss is not yet explained. Free silver and free insurance seems to have taken with some of the "web-foot" farmers.

—The Lloyds of New York City has suspended. Next!

—Crosby Dawkins, general insurance agent Jacksonville, Florida, visited California last month.

—Alfred Stillman, manager of the Northwest Insurance Association of Portland, is visiting San Francisco.

—We print this month a 15-page review of Coast underwriting for the twenty-five years since the COAST REVIEW was organized.

—On page 373 we print a letter on the rebate question and the broker. Our correspondent makes some points well worth consideration.

—The New York attorney-general rules that notices of assessment must state the object and designate the portions for claims and for expenses.

—An English company paid a policy claim to a supposed widow caused by the loss of the "Drummond Castle" off the coast of France. After laying in an expensive wardrobe of mourning she learned that although her husband's name was on the passenger list he had missed the steamer at Cape Town and was still alive. The company compromised with her upon returning to them the moneys unexpended, and restored the policy to its former standing.

—We have taken our "shy" at the rag baby's brother this month, but we print extra pages, which makes matters even insurance-wise. Perhaps we overdo it, but our excuse is that this is a crisis, not merely a squabble for office. Mere political differences have disappeared, and the interests of workers, especially insurance workers, are jeopardied as never before. We print two important tables bearing on this subject, one showing the dire effects of a great panic on new life business, the other showing the relation between the commercial value of silver and the amount produced. Both tables are deserving of consideration.

President Moore of the Pacific Mutual has gone East.

—The Inter-Mountain Life Insurance Co. of Salt Lake City is spoken of as a possibility, by the projectors.

This month, on page 383, we print a table of six months' Coast fires by states, with a comparison of the first six months' totals for last year. Next month July, August and September totals will be added.

—The Po On Marine Insurance and Godown Company of Hong Kong, China, has been licensed to do a marine business in California, and Lui Mon has been appointed the Godown's San Francisco representative.

—The following shows the net surplus of companies that have thus far reported their semi-annual statements to the Georgia department, and also net surplus as reported in statements of January 1, 1896:

Companies	Net Surplus Jan. 1	Net Surplus July 1
Etna	\$3,412,862	\$3,600,000
British America	394,395	417,453
Caledonian	719,147	780,000
Continental	2,025,808	2,305,535
Commercial Union . . .	1,138,903	1,051,494
Connecticut	506,409	588,432
German-American . . .	2,413,687	2,711,875
Germania, New York . .	1,328,376	1,424,885
Girard	588,679	613,664
Glenns Falls	1,532,577	1,610,911
Hamburg-Bremen . . .	521,090	568,677
Hanover	217,805	245,535
Ins. Co. of North Amer.	2,022,016	1,892,930
Lancashire	770,041	738,820
Lion	431,750	420,713
L. & L. & Globe . . .	3,314,118	3,550,022
London & Lancashire . .	980,024	1,092,636
Northern	784,949	842,438
Norwich Union	749,744	845,479
Orient	513,838	493,809
Pennsylvania	1,783,382	1,811,285
Phenix, Brooklyn . . .	615,581	756,673
Phenix, Hartford . . .	124,913	555,980
Queen	1,518,923	1,664,223
Royal	2,201,244	2,383,789
Scottish Union	1,872,497	1,933,693
Springfield	614,610	602,554
St. Paul	631,547	674,093
Westchester	474,181	507,541

—Smallpox cost an industrial company \$7,000 in a Scotch city recently.

—The Helvetia Swiss is now doing business in Illinois and other Eastern states.

—J. H. Fariss of Butte, Mont., has been appointed agent of the Franklin of Philadelphia.

—An English cyclist with cork legs suggests a cycling accident policy guaranteeing artificial limbs.

—The Key and Season-Ticket Insurance Registry is the latest British enterprise. Season-ticket insurance is something new.

—A. P. Riddle succeeds the late Geo. Anthony as insurance dictator for Kansas. The companies are wondering whether his gun is loaded with Pop. powder.

—Fire Insurance Agents and Surveyors' Pocket Book of Information: Spectator Co., 95 William street, New York. A very handy book of 150 pages, leather-bound, copiously indexed, and subdivided as to topics.

—Speaker Reed has been selected as referee in the anti-rebate compact of life offices, succeeding the late W. E. Russell. A good Reed for the anti-rebaters to lean on, and it is to be hoped that the speaker will say yes to Anti's offer.

—The Northwestern Mutual Life has increased its limit from \$50,000 to \$75,000.

—Application has been made for a receiver for the American Legion of Honor.

—The Cav. Attilio Romano, of Naples, Italy, is insured for \$100,000 in the Mutual Life of New York.

—On Page 28 is the new ad. of Edward Brown & Son, who represent the Svea and American of Philadelphia.

—The lead works fire in San Francisco occurred on May 2. On August 18 the insured acknowledged full payment by the Van Slyke Lloyds. Rather speedy—for Lloyds.

—Larris Cain of Seattle suffered a bad accident last month. While hunting, his gun was accidentally discharged, and the left arm was so badly injured as to necessitate amputation.

—"Insurance at Piney Woods": by the Insurance Herald Co., Louisville, Ky. Nearly all readers of American insurance journals have heard of "The Piney Woods Clarion" and its inimitable burlesque articles on insurance from a backwoods local agent's possible point of view. This little book of 104 pages is entertaining from first to last, and well worth the 50 cents asked for it.

THE PENN MUTUAL LIFE INSURANCE CO.

. . . OF PHILADELPHIA . . .

Organized 1847. Purely Mutual.

Admitted Assets, \$27,213,917.61

ONE OF THE OLDEST, STRONGEST AND BEST

The most attractive canvassing document in the field is the lithographic fac-simile of our New Policy. It shows in plain figures for each year and any age, the Guaranteed Cash or Loan Values, the Paid up Insurance and term of Automatic Extension.

Understood at a glance and easy to sell.

WHY NOT GIVE YOURSELF THIS ADVANTAGE?

Let us send you an Illustrated Policy made out at your age.

To reliable agents the most liberal contracts and desirable territory can be given. Address,

SHERMAN & HARMON, General Agents,
North Pacific Department, 727, 728 and 729 Marguam Building, Portland, Ore.

—Insurance agents depend, for their prosperity, on the general prosperity, which in turn depends on the gold standard.

—It is said that the Bankers Alliance, under the new management, has discontinued its accident department. This is a step in the direction of solvency.

—Cyrus D. Noble, representing the Des Moines Life Association, whatever that may be, has suddenly departed from San Francisco, leaving creditors to mourn.

—"Inhaling," in the accident policy, implies a voluntary and intelligent act, as distinguished from an involuntary and unconscious act. Thus the Illinois supreme court.

—Life insurance companies and other investors are refusing to negotiate mortgage loans until the November elections show where the country "is at." Communist politics hurts business.

—Some fourteen fire companies have been resisting a dishonest claim at Spokane. The case is still in the supreme court, but a local court has seriously declared these rich corporations insolvent and has appointed a receiver for the whole lot. The sanity of the judge had never before been in doubt.

—The figures of the Palatine in our Montana tables were incorrect. They should have been: premiums, \$15,667; losses, \$5,019. Our comparative Northwestern figures, last month, were therefore wrong also. Corrections will be made in type. Other offices are requested to examine the figures carefully and report any errors.

—Demagogue Pennoyer of Portland having crippled the fire department by discharging all the competent men opposed to the hoodoo free silver, the other branch of the city government has discharged all the street sweepers who want their wages paid in 53-cent dollars. If a big fire should break out the underwriters would be scorched. Rates should be raised to meet this extra liability.

The

Coast Review

....Job Print

Is getting out the finest Insurance office stationery ever furnished on this Coast, and at prices away down **be-low** fire insurance rates.

New Presses
New Type

Calendars,
Blotters,
Daily Reports,
Letterheads,
Envelopes,
Etc., Etc.,
furnished on short notice.

PRESS ROOMS, 424 SANSOME ST.

BUSINESS OFFICE:

508 Montgomery Street.

J. G. EDWARDS, MANAGER.

Tom C. Grant sailed for Honolulu on the 11th inst.

- Geo. C. Pratt, manager Provident Savings Life, has been spending a few weeks in Southern California.

E. G. Ogile, of this state, stands second on the list of Pacific Mutual agents' new business written since January, 1896.

—The Bankers Alliance of Los Angeles, writing life and accident insurance under one policy, refused to pay bicycle accident claims.

—J. D. Coleman, recently special agent for the North British in the Northwest, is in San Francisco. For the present he will not engage in insurance.

—Manager Harry Houghton, of the Ætna Life, is visiting Hartford relations, and will incidentally talk over business matters with the head office officials.

—In the list of companies interested in the Harpending block fire of 1871, referred to elsewhere, the Northern appears as of S. F. It should read Northern of London.

—Edward Niles, special with North British & Mercantile, returned to the city a few days ago from a trip through Nevada and the principal mining counties of California. Mr. Niles reports a general improvement in all kinds of business in our mining districts.

—F. G. Voss, United States manager of the Thuringia Insurance Company of Germany, has applied for membership in the Western Union. He has also made application for membership to the Chicago Underwriters' Association.

—John Marshall, Jr., special agent for the Royal Exchange, was married, August 12, to Miss Eleanor Margaret McMurray, daughter of the present mayor of Denver, Colo. Denver agents and specials presented the happy couple with an engrossed copy of the Royal Exchange policy, with special clauses and conditions bearing on matrimonial affairs. Numerous other presents were received.

The... Coast Review

...MANUAL

(The OTEY MANUAL)

A Help to any Agent

—The best instruction book for agents.
J. A. SLADEN,
Portland.

—I note many items that will be of advantage to me and for which I have looked in vain elsewhere.
S. B. TUTTLE.

—The best book of the kind published. WM. R. STAATS,
Pasadena.

—It is just what we agents need.
GEO. J. MOSBOUGH,
Santa Ana.

—Explanations are clear, concise and easily understood.
FRANK E. HODGKIN.

—Most complete, concise and clearly written book of the kind I have ever seen.
A. S. MURRAY,
Singapore.

—Brannen & Kellogg, Denver locals, favor the organization of a national local agents' association.

—Compendium of Official Life Insurance Reports, including 4,000 life insurance ratios: 80 pages: a comparative exhibit for two years: Spectator Co., New York.

—Brannen & Kellogg of Denver complain because a loan company's agent has contracted to place all mortgage policies in the Packard agency, in violation of board rules.

—Pop Pennoyer's Portland fire department, reorganized under a silver service rule, made a mess of it at a recent fire. Being inexperienced, a small blaze became a \$12,000 loss, under the bungling management of Penn's pets. The underwriters pay the politician's bills, and they must protect themselves by raising rates. Why not now, rather than later?

—Returning from the country the editor finds on his desk a letter from General Agent McDearmon of St. Louis, who takes exceptions to the COAST REVIEW'S August article in defense of the honest dollar. We are challenged to print this letter, and have concluded to do so in our October number. But we reserve the right to "roast" this Southern gentleman who, though a life insurance agent, is willing to risk the experiment of paying widows and orphans in a discredited metal which at best can be worth no more than the sound money with which their premiums were paid, and which may be worth no more than at present in Mexico, viz.: 53 cents on the dollar. Does our Southern friend know of any man who will wager that silver will be at par when any insured man dies? If not at par, that man's widow and orphans will be cheated, under free coinage. As the champion of honest insurance, we are not ready to take these tremendous chances. We prefer that the widow and orphan shall be paid in full, rather than that the nominee of our party distribute postoffices at Washington. Mr. McD.'s position is indefensible, and he has taken the trouble to prove it.

The Danmark of Copenhagen will soon issue policies without medical examination.

The Denver Life Ins. Co. seems to be a fake carrying silver hooks for Colorado suckers.

Dr. McKnight, for many years medical director of the Northwestern Mutual Life, is dead.

—Manual of Liability Insurance, containing policy forms, rates, etc.: 100 pages: Spectator Co., New York.

—Catalogue of Standard Insurance Publications, American and foreign: 100 pages: price 5 cents: Spectator Co., New York.

—The Utah agreement limits writings to one year, except public buildings: and restricts commissions to 15 per cent. outside of Ogden and Salt Lake.

—The Fidelity Accident Ins. Co. is a new Salt Lake City enterprise, with an authorized capital of \$200,000. J. M. Douglas is secretary and manager.

Our Directory of Pacific Coast Field Men.

Special agents are requested to notify us of changes in address. Notices of new appointments of special and local agents are also requested.

Attached Field Men.

AACHEN & MUNICH.

C. G. Yates, Los Angeles, Cal.
L. F. Lamping, Portland, Or.

ATLAS ASSURANCE.

E. J. Jolly, Denver, Colorado.
William Manning, 309 Sansome street, S. F.

ETNA.

Ed. C. Morrison, 514 California street, S. F.
Louis Mel, 514 California street, S. F.
W. L. Gazzam, Seattle, Wash.

L. B. EDWARDS, MANAGER.

R. De Lappe, 323 California street, S. F.
H. McD. Spencer, 323 California st., S. F.
Dixwell Hewitt, Portland, Or.

CESAR BERTHEAU, MANAGER.

A. W. Thornton, 210 Sansome street, S. F.

BRITISH AMERICA AND WESTERN.

R. H. Magill, Oakland, Cal.
W. L. W. Miller, 423 California st., S. F.

EDWARD BROWN & SON, GEN'L AGENTS.

T. J. A. Tiedeman, 407 Montgomery st., S. F.
W. H. Hill, 407 Montgomery street, S. F.
N. B. Whitley, Seattle, Wash.
W. H. Gibbons, Salt Lake City, Utah.

BUTLER & HALDAN AGENCY.

B. C. Dick, 413 California street, San Fran.
C. S. Spinney, 413 California street, S. F.

CONTINENTAL.

D. W. Graves, P. O. Box 2536, San Fran.

COMMERCIAL UNION.

W. P. Thomas, 301 California street, S. F.
A. T. Von Etlinger, 301 California st., S. F.
E. T. Neibling, Portland, Or.

CHAS. CHRISTENSEN'S AGENCY.

Frank C. Story, 317 California street, S. F.
W. A. Frazer, 317 California street, S. F.

ROBERT DICKSON'S AGENCY.

J. E. Hendry, 501 Montgomery street, S. F.
Guy Francis, 501 Montgomery street, S. F.
John Marshall, Jr., 501 Montgomery st., S. F.
Edward Hall, Portland, Or.
R. M. Thomson, Los Angeles, Cal.

FIREMANS FUND.

F. H. McElhone, Dallas, Texas.
F. G. White, Denver, Colorado.
G. F. Ashton, Spokane, Wash.
R. P. Fabj, Portland, Or.
L. M. Seaton, Los Angeles, Cal.
G. H. Mendell, Jr., 401 California st., S. F.
R. D. Hunter, 401 California street, S. F.

GERMAN-AMERICAN.

Chas. R. Thompson, Portland, Or.
Harry Benner, 435 California street, S. F.
T. H. Williams, 435 California st., S. F.

HAMBURG-BREMEN.

Harry C. Boyd, 415 California st., San Fran.

HARTFORD.

J. J. Agard, 313 California street, San Fran.
John M. Holmes, 313 California street, S. F.
Thomas J. Conroy, Portland, Or.

HOME MUTUAL.

W. B. Westlake, 318 California street, S. F.
N. C. Farnum, 318 California street, S. F.
R. P. Fabj, Portland, Or.
G. F. Ashton, Spokane, Wash.
E. E. Eitel, 404 S. Broadway, Los Angeles,

INS. CO. OF NORTH AMERICA.

J. K. Hamilton, 412 California street, S. F.
C. O. Scott, 412 California street, San Fran.
M. H. Merrill, Portland, Or.

LANCASHIRE.

Walter M. Speyer, 322 California st., S. F.
C. O. Hawley, Los Angeles, Cal.

LIVERPOOL & LONDON & GLOBE.

R. G. Brush, 422 California street, S. F.
E. G. Sprowl, Tacoma, Wash.

LONDON & LANCASHIRE.

W. B. Hopkins, 315 Montgomery street, S. F.
Sidney H. Smith, 315 Montgomery st., S. F.
Sam. B. Stoy, Portland, Or.
J. K. Urnston, Los Angeles, Cal.

LONDON & NORTHERN.

Frank L. Hunter, 221 Sansome street, S. F.
F. C. H. Robins, 221 Sansome street, S. F.

MAGDEBURG.

Leslie Bates, 303 California st., San Fran.

NATIONAL & SPRINGFIELD.

Leslie H. Lord, 409 California street, S. F.
Hiram H. Lee, Denver, Colorado.

B. B. Broomell, Tacoma, Wash.
John C. Dornin, Everett, Wash.

NORTH BRITISH & MERCANTILE.

W. H. Bagley, 212 Pine street, San Fran.
F. L. Thompson, 212 Pine street, S. F.
Edward Niles, "

NORTH GERMAN.

J. H. Ankele, 225 Sansome street, San Fran.

NORWICH UNION.

J. L. Fuller, 308 Pine street, San Francisco.
R. H. Delafield, 308 Pine st., San Francisco.
F. C. Staniford, 308 Pine street, S. F.

PALATINE.

Henry T. Fennel, 439 California street, S. F.
Thomas J. Duffy, 439 California street, S. F.
Edward O. Hughes, Denver, Colorado.
F. J. H. Manning, Portland, Or.

PENNSYLVANIA FIRE.

Homer A. Craig, 436 California street, S. F.
Chester Deering, 436 California street, S. F.
J. H. Clinkscales, San Diego.
Geo. E. Faw, 436 California street, S. F.

PHENIX & HOME.

Paul M. Nippert, San Francisco, Cal.
Harry L. Roff, San Francisco, Cal.
A. P. Sinclair, Salt Lake City, Utah.
Junius Young, "
E. E. Casady, "
A. F. Gartner, Portland, Or.
Wm. Church, Jr., "
W. H. Bonsall, Los Angeles, Cal.

ROYAL AND QUEEN.

John T. Fogarty, 502 Montgomery st., S. F.
F. M. Gilcrest, Oakland, Cal.
Jas. N. Reynolds, 502 Montgomery st., S. F.
Wm. Maris, 502 Montgomery st., S. F.
H. R. Burke, Portland, Or.

SCOTTISH UNION AND ORIENT.

Leslie A. Wright, 420 California st., S. F.
James H. Morrow, 420 California st., S. F.

SUN, IMPERIAL & LION.

W. A. Mathews, 205 Sansome street, S. F.
W. B. Foster, 205 Sansome street, San Fran.
E. C. Johnson, 205 Sansome street, S. F.
W. H. Raymond, Portland, Or.

THURINGIA.

R. B. Friend, 208 Sansome street, S. F.

TRANSATLANTIC.

D. M. McVean, 213 Sansome street, S. F.
UNION ASSURANCE.

Harry H. Smith, 406 California street, S. F.

WESTCHESTER.

A. R. D. Patterson, 215 Sansome st., S. F.

Independent Adjusters and Special Agents.

A. R. Gurrey, 401 California street, S. F.
E. P. Farnsworth, 401 California street, S. F.
R. H. Naunton, Safe Deposit Bldg., S. F.
D. B. Wilson, "
J. D. Lavery, 423 California street, S. F.
Calvert Meade, 106 Leidesdorff street, S. F.
A. A. Andre, 221 Sansome street, San Fran.
Adolph Wenzelburger, 508 Californ. st., S. F.
William L. Chalmers, Portland, Or.
B. D. Smalley, Seattle, Wash.
Amos F. Sewell, 436 California street, S. F.
A. G. Ridling, 423 California street, S. F.

-Manager John Landers of the Manhattan Life is on a business trip to Honolulu.

-The California war is causing increased competition for Eastern business. The losses here must be made good there.

Every policyholder has a right to be warned that his life, endowment, accident or fire policy, or his annuity, is payable in dollars, and not in gold or its equivalent; and that free coinage cuts exactly in two the value of his deposit in the bank of life insurance.

THE

THURINGIA

INSURANCE COMPANY

OF ERFURT, GERMANY

ESTABLISHED 1853

CAPITAL \$2,250,000.00



Deposited in the United States for the benefit of
American Policyholders \$250,000 in U. S. Bonds

F. G. VOSS

United States Manager

Chicago, Illinois

PACIFIC DEPARTMENT:

208 SANSOME STREET - - - SAN FRANCISCO

PHENIX



Insurance Company

OF BROOKLYN, N. Y.

CASH CAPITAL - - - - - \$1,000,000.00

Assets January 1st, 1896, \$5,739,044.00 | Losses Paid, over \$55,000,000.00

GEO. P. SHELDON, President

C. C. LITTLE, Vice-President and Secretary

EUGENE HARBECK, General Agent Western Department

205 La Salle St., Chicago, Ill.

JOHN C. MOONEY, Denver, Colorado. Special Agent for Colorado, Wyoming, New Mexico, Utah, Montana

—R. B. Friend has been appointed special agent of the Thuringia for California.

—E. L. Thompson, special in the Pacific Northwest for British America and Western, has resigned to accept a similar position with the North British and Greenwich. General Agent Tom C. Grant is to be congratulated on securing the services of Mr. Thompson, as he is reported as one of the best field men on the road.

—Capt. H. D. Read, for the past eight years associated with the marine department of the New Zealand Insurance Company, in this city, was a few days ago congratulated by his many friends on his recent appointment as financial agent and manager of the New Zealand Mines Trust, a large English corporation having in-

terests in different parts of the world. Capt. Read left this city on the 11th inst. for London, where he goes for final instructions, when he will return to this city on his way to New Zealand, where he will take charge of the affairs of the Mines Trust.



For Fire Insurance.

Assets in United States \$2,836,236 28
Net Surplus \$ 568,320 47

Writing Large Lines On Desirable Business.
Applications for Agencies or Information should be addressed

For Eastern and Middle States:

WILLIAM BELL, { Joint Managers.
WILLIAM WOOD. }

WILLIAM M. BALLARD, Branch Sec'y.

21 Nassau St., (Equitable Bldg.), New York.

For Western States:

GEORGE M. FISHER, Manager,
205 La Salle Street, Chicago, Ill.

For Southern States:

FINLEY & JANVIER, Managers,
308 Camp Street, New Orleans, La.

For Pacific Coast:

CHARLES A. LATON, Manager,
439 California Street, San Francisco, Cal.

KILROY'S NEW PALESTINE AGENCY

At PHOENIX, ARIZONA.

TO ACCOMMODATE ITS PERSONAL FRIENDS being brought into the valley through its agency to be engaged in the different pursuits and callings, wants the agency of one first-class company each of the following lines, viz: First-class LIFE, FIRE, ACCIDENT, EMPLOYERS' LIABILITY AND PLATE GLASS, AND SURETY COMPANY. (The latter four are not represented in Phoenix.)

From the readers of the COAST REVIEW and their friends we invite correspondence, as we offer SIXTY select tracts of 2½ acres each (one of the loveliest tracts in the Valley; street cars running to the property), half mile from the city, for Eastern wealthy homes.

Sold on subscription only at \$800.00 each.

Address, **J. A. KILROY,**

Room 313 Fleming Block, Phoenix, Arizona.

J. S. Winchester,



ATTORNEY
AND
COUNSELOR AT LAW,

Correspondence Solicited.
References on Application.



Sherlock Building,
PORTLAND, OREGON.

Makes a..
Specialty of
Insurance.
Law

Our San Francisco Insurance Directory

Directory of San Francisco Fire and Marine Insurance Agencies.

<i>Tele- phone</i>	<i>General Agents and Companies.</i>	<i>Address.</i>	<i>Tele- phone</i>	<i>General Agents and Companies.</i>	<i>Address.</i>
			201	EDWARDS, L. B. American, N. J. Manchester, Eng. Caledonian, Edinburgh	323 Calif.
5107	BAILEY, JAS. D. Ins. Co. North America	412 Calif.	1991	FIREMAN'S FUND INS. Co.	401 Calif.
331	BALFOUR, GUTHRIE & CO. . (A. H. Small, Manager) British & Foreign Marine Yangtze, Shanghai	316 Calif.	1015	W. H. C. Fowler Austrian Phoenix	411 Calif.
354	BELDEN, H. K. Hartford Fire N. Y. Underwriters Agency	313 Calif.	1632	GRANT, GEO. J. ^r London Assurance, London Northern Assurance, London	221 Sans.
272	BERTHEAU, CESAR Hanover, N. Y. Prussian National Fire Association, Phila.	210 Sans.	71	GRANT, TOM C. North British & Mercantile Greenwich, N. Y.	212 Pine
427	BOARDMAN & SPENCER . . Etna, Hartford	514 Calif.	288	GRAVES, D. W., Special Agent, Continental, New York	203 Sans.
5414	BROMWELL, L. L. Milwaukee Mechanics, Wis.	410 Calif.		GUTTE & FRANK Magdeburg, Germany Wilhelma, Germany National Marine, London Kosmos, Hamburg, Germany Associated Assurance Co's. Germany	303 Calif.
1842	BROWN & SON, EDWARD . . American, Phila. Svea, Sweden	407 Montg		HALL, O. N. Thuringia, Germany	208 Sans.
684	BUTLER & HALDAN Phoenix, London Providence-Washington, R. I.	413 Calif.	38	HARRISON, WM. GREER . . Thames & Mersey Marine	305 Calif.
1466	CALLINGHAM, W. J. Scottish Union, Edinburgh Orient, Hartford	420 Calif.	666	HAVEN, CHAS. D. Liverpool & London & Globe	422 Calif.
680	CATTON, BELL & CO. Union, London	406 Calif.	1184	HEROLD, JR., RUDOLPH . . Hamburg-Bremen	415 Calif.
195	CHRISTENSEN, CHAS. American-Central, St. Louis St. Paul	317 Calif.	1086	HOME MUTUAL INS. CO. . . Union, Phila.	318 Calif.
321	CRAIG, HUGH New Zealand, Auckland	312 Calif.	208	JAMES, N. T. Alliance, London	416 Calif.
5968	DAVIS & SON, J. B. F. Standard Marine, Liverpool	208 Sans.	433	LAMEY, H. T. British America Western, Toronto	423 Calif.
1886	DEVLIN, FRANK J. Atlas, London	309 Sans.	335	LANDERS, WM. J. Imperial, London Lion, London Sun, London	205 Sans.
698	DICKSON, ROBT. Connecticut, Hartford Royal Exchange, London	501 Montg	336	LATON, CHAS. A. Palatine, Eng.	439 Calif.
822	DORNIN, GEO. D. National, Hartford Springfield, Mass.	409 Calif.	5710	LOWDEN, W. H. Norwich Union	308 Pine
5817	DRIFFIELD, V. C. Transatlantic, Hamburg	213 Sans.	746	MACDONALD, WM. London & Lancashire, Eng.	315 Montg
1991	DUTTON, WM. J. Ins. Co. State of Penn., Phila. Rhode Island Underwriters	401 Calif.	1334	MAGILL, A. E. Home, N. Y. Phoenix, Hartford	325 Calif.
			169	MANN & WILSON Lancashire, Eng. St. Paul (Marine) La Fonciere Marine L'Universo Marine	322 Calif.

Our San Francisco Insurance Directory

<i>Tele- phone</i>	<i>General Agents and Companies.</i>	<i>Address.</i>	<i>Tele- phone</i>	<i>General Agents and Companies.</i>	<i>Address.</i>
538	MAXWELL, J. D. Continental, N. Y.	421 Calif.	1376	FORBES & SON, A. B. Mutual Life, N. Y.	Mutual Life Bldg
1554	MULLINS, C. F. Commercial Union, Eng. Commercial Union, N. Y.	301 Calif	1384	FOWLER, E. S. Preferred Accident, N. Y.	Mills Bldg
1015	OKELL, DONNELL & CO. . . . General, Trieste	411 Calif.	699	GARNISS, JAS. R. American Surety, N. Y.	219 Sans.
5562	POPE, T. EDWD. Pennsylvania	436 Calif.		HARMON, JR., A. K. P. Connecticut Mutual Life Hartford	Mills Bldg
5136	POTTER, ED. E. Franklin, Phila. Williamsburg City, N. Y.	508 Calif.	1659	HASKELL, W. W. Travelers, Hartford	Mills Bldg
1692	SPENCER, D. A. Westchester, N. Y.	215 Sans.		HOUGHTON, H. B. Aetna Life (& accident) Conn.	Safe De- posit Bldg
	SPEYER, WALTER North German, Germany	225 Sans.	1684	JACOBS, W. A. Germania Life	Mills Bldg
5810	SYZ & CO. Helvetia Swiss Baloise, Switzerland Swiss Marine Combined.	410 Calif.	5256	KILGARIF & BEAVER Pacific Mutual Life	508 Montg
1990	TANNHAUSER & CO. Transatlantic Marine	311 Calif.		LANDERS, JOHN, Manhattan Life, N. Y.	240 Montg
5359	TYSON, GEO. H. German-American, N. Y.	435 Calif.		LEAVITT, W. C. Union Mutual Life, Me.	419 Calif.
1696	TURNER, GEO. W. Northwestern National	412 Montg	1696	McLANE, CHAS. New York Life, N. Y.	Mills Bldg
5577	VOSS, CONRAD & CO. Aachen & Munich Fire Frankfurt Marine Bavarian Lloyd Marine	204 Sans.	169	MANN & WILSON Hartford Steam Boiler Metropolitan Plate Glass,	322 Calif.
113	WATT, ROLLA V. Royal, Liverpool Queen, New York	500 Montg	528	MAXWELL, J. D. London Guarantee & Accident New York Plate Glass U. S. Casualty	421 Calif
				MUNSELL, JR., JAS. Mutual Benefit Life, N. J.	415 Montg
San Francisco Life, Accident and Miscellaneous Agencies.					
<i>Tele- phone</i>	<i>General Agents and Companies.</i>	<i>Address.</i>			
	ARCHIBALD, JAS. F. J. Union Central Life, Cincinnati	303 Calif.	1015	OKELL, DONNELL & CO. . . . Employers' Liability, London New England Burglary	411 Calif.
329	BORLAND, JAMES H. National Surety Co.	Tel'ne Bldg	750	PACIFIC MUTUAL LIFE, S. F.	508 Montg
5017	CADMAN & KITTLE Standard Life and Accident	307 Calif.	621	PACIFIC SURETY CO., S. F.	308 Sans.
195	CRISTENSEN, CHAS. Lloyds Plate Glass, N. Y.	317 Calif.	699	PARDEE, S. C. Fidelity and Casualty, N. Y.	Mutual Life Bldg
	DAY, JAMES B. Washington Life	Safe De- posit Bldg		PARKER, C. M. T. Massachusetts Mutual Life	214 Pine
5244	DUNPHY, W. H. Home Life, N. Y.	Parrott Bldg		PRATT, GEO. C. Provident Savings, N. Y.	405 Montg
970	EQUITABLE LIFE	Crock'r Bldg	5161	SMITH, CLARENCE M. . . . Northwestern Mut., Milwaukee	Phelan Bldg
1703	FIELD H. K. New England Mutual Life	Mills Bldg	1739	STOLP, G. M. National Life, Vt.	Crock'r Bldg
			5577	VOSS, CONRAD & CO. Frankfort Acci. & Plate Glass Fidelity & Deposit Co.	204 Sans.

THE COAST REVIEW

A MONTHLY JOURNAL

Devoted to all kinds of Insurance that INSURES. Published on the Fifteenth of every Month.

* *
*

PER YEAR . . . \$3.00
PER COPY . . . 25 cts.

Postage added to Foreign Subscriptions.

*J. G. EDWARDS, Proprietor,
Pacific Mutual Building, San Francisco.
Telephone No. 1530.*

VOL. 50.

OCTOBER, 1896.

No. 10.

Our Digest of Recent Insurance Decisions.

—
AMERICAN STATE SUPREME COURTS AND FEDERAL DISTRICT AND SUPREME COURTS.

Fire.

145. German-American Ins. Co. v. Johnson, Kan. C. of A., 45 P. R. 972.

ASSIGNMENT.

Where a policy has been issued, and the person to whom the same is issued assigns either a part or the whole of his interest in such policy to different creditors, each of said creditors to whom such assignment is made is a necessary party in an action brought upon the policy.

ARBITRATION—BURDEN OF PROOF.

Where an action is brought upon a policy which contains a clause providing for appraisement and arbitration, and the answer of the insurance company admits the issuing of the policy, and that a loss has occurred under the same, and alleges that an appraisement and arbitration have been had in accordance with the conditions of the policy, and the reply admits an arbitration, but alleges the same to be void on account of the fraudulent acts of the agents of the insurance company at the time said arbitration was entered into, the burden of proof is upon

the plaintiff to establish such fraud, and it is error for the court to compel the defendant to assume the burden of proof; and instruct the jury in accordance with such ruling.

Where, under circumstances like the above, the plaintiff, who alleges fraud in the arbitration, wholly fails to sustain such charge, it is error for the court, when the plaintiff's testimony has closed, to deny a motion for judgment for the defendant.

TENDER.

When a tender of money is alleged in any pleading, it shall not be necessary to deposit the money in court when the pleading is filed, but it shall be sufficient if the money is deposited in court at the trial, or when ordered by the court.

° ° °

146. Niagara F. Ins. Co. v. Johnson, Kan. C. of A., 45 P. R. 789.

DESCRIPTION—WARRANTY.

Where a building covered by a policy is therein designated a "dwelling," the use of that term will be construed as descriptive of the property insured, and not a warranty that the building is then being occupied as a dwelling house.

INCREASE OF HAZARD.

Where a policy contains a stipulation that "this entire policy, unless otherwise provided by agreement indorsed hereon or added hereto, shall be void * * * if any change other than by the death of an insured take place in the interest, title, or possession of the subject of insurance, except change of occupants, without increase of hazard, whether by legal process or judgment, or by voluntary act of the insured, or otherwise," in order to defeat a recovery thereon on the ground that the building insured was thereafter used or occupied for a clubhouse without its consent, it devolves upon the insurer to show that the hazard was in fact increased by such use or occupancy.

ADDITIONAL INSURANCE.

Where a company had notice at the time the policy was issued of the existence of additional insurance, it is estopped, in an action on the policy, from setting up a violation of a clause therein prohibiting prior additional insurance without its assent.

° ° °

147. Concordia F. Ins. Co. v. Johnson.
Kan. C. of A., 45 P. R. 722.

WAIVER.

The conditions of a policy may be waived by a general agent of the company issuing the same, notwithstanding the policy provides that no agent of the company can waive any of its conditions.

To constitute a waiver of conditions as to the future use of insured premises, there must be something more shown than mere knowledge of such use on the part of an agent of the insurer. The language and conduct of the agent must be such as to reasonably imply an intention on his part to waive such conditions, or to consent to such use.

USED FOR AN UNLAWFUL PURPOSE.

When the policy provides that it shall become void and of no effect if the prop-

erty insured shall be occupied or used for an unlawful purpose, the prohibited use by a tenant avoids the policy, regardless of notice or knowledge thereof on the part of the insured.

REINSTATEMENT.

If a policy becomes void because the premises have been put to a prohibited use, it is not reinstated and made again effective by the mere fact that such use was discontinued before the loss occurred.

° ° °

148. Wash. Nat. Bank v. Smith, Wash.
S. C., 45 P. R. 736.

INSURANCE BY MORTGAGEE.

A mortgagee who, under the mortgage, was authorized to procure insurance if not done by the mortgagors, and to charge the expense thereof to the mortgagor, and who procured such insurance in the name of the mortgagor, with the usual clause attached making a loss payable to the mortgagee as her interest might appear, will be presumed to have acted under the mortgage; and such presumption cannot be overcome by any intention on her part to effect the insurance for her own benefit alone, in violation of the terms of the policy, and when no notice of such intention was given to the mortgagor.

Under a policy issued in the name of the mortgagor, with a clause making the loss, if any, payable to a mortgagee as her interest may appear, the mortgagee has no interest in insurance paid for the destruction of property not covered by the mortgage.

MACHINERY NOT FIXTURES.

Machines used in a sawmill, which are made after a fixed pattern, and sold as personalty, and which are fastened to the floor only by bolts or screws, and run by belts connected with the shafting, and can be removed without injury to the building, and used as well in another building, are not fixtures.

149. Peoples' Bank v. Etna Ins. Co., U.
S. C. C. A., 74 F. R. 507.

RELATIONSHIP OF NOTARY.

A notary who has married the first cousin of the insured is "related to" him, within the meaning of the policy, so as to be disqualified to give a certificate to accompany the proofs of loss.

* * *

Life.

150. Ellis v. Mass. Mut. Life Ins. Co.,
Cal. S. C., 45 P. R. 988.

NON-FORFEITURE — PROOFS — WAIVER.

A policy provided that, if any premium was not paid when due, the policy should cease, except as provided in Act Mass. April 10, 1861, "subject to which this contract is made." It also provided that no claim should exist under it unless notice and proof of death were given within two years from death of insured. Act Mass. April 10, 1861, provides that in case of failure to pay premiums the policy shall not be forfeited because thereof, but the net value of the policy at the time of the default shall be treated as a premium to uphold the policy so long as its amount will serve the purpose, "provided, however, that notice of the claim and proof of death shall be submitted to the company within ninety days after the deceased." Held, that the policy waived the 90-days provision of the statute, and allowed notice and proof of death within 2 years, even where there had been default in payment of premiums.

° ° °

151. Jones v. Methvin, Ga. S. C., 25 S.
E. 318.

ERROR IN NAME.

A slight error in the spelling of the name of the insured in a policy of life insurance will not, after his acceptance of the policy, constitute a valid defense to an action upon a promissory note given for the amount of the first premium due upon the policy, unless it affirmatively appears that, after discovering the error,

the insured made a proper request for its correction, and the same was refused.

* * *

Accident.

152. Clubb v. American Acci. Co., Ga.
S. C., 25 S. E. R. 333.

INSERTION OF FALSE STATEMENTS BY AGENT.

Where soliciting and forwarding applications for policies of insurance were within the scope of the duties of an agent of a company, and such agent undertook to prepare for another an application for insurance, and willfully inserted therein a false answer to a material question, he will be regarded in so doing as the agent of the company, and not of the applicant, and the agent's knowledge of the falsity of the answer will be imputed to the company.

Although, in such case, the application was, by its terms, a part of the contract of insurance, and was signed by the person to whom the policy was subsequently issued, if the latter was fraudulently misled and deceived by the agent as to the contents of the application in the respect indicated, and was in fact ignorant that it contained the false answer in question, the company will not be allowed to avoid the policy on the ground of a false warranty in relation to that answer.

Advertising Bilks.

Here is a warning to underwriters: About 200 business men of Pittsburg gave advertisements to a couple of young men who were canvassing that city last spring for a "Greater Pittsburg" edition of the New York *Graphic*, paying all the way from \$60 to \$100 each. Later these business men learned that the *Graphic* has been dead for two years. This reminds us of a big British office which does not advertise in insurance journals. The advertising faker got an ad from the general agent on the strength of a special 10,000 edition. Altogether, 250 copies were printed and distributed on Pine, Sansome and California streets. We saw the edi-

tion printed. The United States manager doesn't think it pays to advertise with the friends of insurance companies.

Spontaneous Combustion of Coal.

FROM A PAPER BY MR. GYULAY, READ BEFORE THE INSURANCE INSTITUTE OF NEW SOUTH WALES.

During the last three years marine underwriters, merchants, and others interested in the coal trade and also the public generally who are interested in the welfare of the colony, have had before them very prominently the serious losses and casualties in the Newcastle over-sea coal trade, and much attention has been given, especially during the last eighteen months, to the subject both from a purely commercial point of view, and also from humanitarian considerations.

In October, 1894, a practical move was made in the matter by the Newcastle Chamber of Commerce, who held an inquiry to ascertain information in regard to the loading and stowing of coal cargoes, and which, whilst it was only an inquiry by courtesy of the testifants, still had considerable weight in the fact of the finding or conclusions arrived at by the committee. These conclusions, though by now generally well known, are so important that this paper would be incomplete without them, so I give them here:

1. That considerable laxity has been shown by captains, officers, stevedores, and trimmers.

2. That shifting boards and bulkheads, particularly in modern vessels, are absolutely necessary, and their adoption should be made compulsory.

3. That the trimming of all coal cargoes should be under the supervision of the government.

4. That in no case (as is quite clear from the evidence)-has any vessel sailing from this port, carrying Newcastle coal, solely been lost through spontaneous combustion, but by a lamentable degree of carelessness in the supervision of the trimming.

Rates of insurance premiums have very largely increased of late, in consequence of the casualties in the trade—in some

cases by 150 per cent. At the current rates of freight ship-owners cannot afford to pay such insurance premiums, and consequently it behoves all interested in the welfare of our coal industry to bring about such a condition of affairs as will result in insurance premiums being reduced to such rates as will allow ship-owners to transact business with us.

Viewing the question as one of pure chemistry, it could be maintained that all these conditions, actions, and changes are so alterable and avoidable as consequently to result in absolute safety to even the most inflammable coals, but we have to consider it from a commercial and common-sense view. We may therefore sum up as follows:

(a) Absorption of Oxygen.—This action can hardly be reasonably obviated or avoided except that coal should be in as large pieces as possible—that is, it should be clean and free from dust and smalls.

Ventilation of coal whilst in the vessel has been proved to be dangerous, but, of course, outlets or vents for the evolved gases should be used. These could be carried up the masts (if they are iron or steel), but in all cases they should not be placed where they can come into contact with a naked light—such as being near the galley, etc.

Of course, if in the future fresh analyses of the deeper seams of the Newcastle coal measures prove that the coal has changed for the worse in regard to its gaseous nature, or in the internal combinations of its various elements, it might be necessary to subject it to such chemical action as will change it into being safe.

(b) Heat—Temperature whilst Loading.—The coal should be kept as cool as possible, and should not be exposed to the rays of the sun or be kept under iron or other roofs which are liable to become hot.

(c) Iron Pyrites.—The coal should be well screened and care taken to pick out all pyritous portions.

(d) Fine Division — Fracture. — The screens should be near the place where the vessel is loading, so as to reduce the

fracture caused by it being carried and jolted in the trucks. The jolting to which coal trains are subjected is notorious. The coal should be loaded into the vessel in such a manner as to prevent it being broken into smalls and dust as far as possible. The trucks or skips should be lowered into the hold, and the coal should never be thrown down or emptied so as to fall more than two or three feet. If this cannot be done, means should be taken to secure the use of some mechanical system by which the same end would be attained, such as the use of coal spreaders or mechanical coal loaders.

This being one of the chief preventable causes, the fullest inquiries should be made in England, America, and Europe to ascertain the best mechanical means of overcoming or reducing it.

In this connection it is interesting to note:

Coal laden entirely by hand from baskets has shown no signs of heating under one hatch of a vessel, while under another hatch of the same vessel coal laden by tips has taken fire.—*W. A. Harris, Technological Dictionary of Insurance Chemistry.*

(e) Moisture.—Coal should not be loaded wet, neither should it be loaded into wet holes. Both of these conditions are exceedingly easy to carry out.

(f) Other Cargoes than One Coal.—Coal vessels should not load any other cargo nor any other than one coal. In their own interests, colliery proprietors should insist upon this condition, otherwise losses of vessels carrying other cargo also are put down to the coal which they carry.

(g) Trimming and Stowing.—This is probably the most important matter of all for consideration.

The recommendations of the Newcastle Chamber of Commerce, viz., "making the use of shifting boards and where necessary bulkheads compulsory, and also that the government supervise the stowage of coals here" if carried out would result, in my opinion, in losses and accidents by foundering being almost entirely ended.

(h) Size and Form of Vessels. Tender-ness — Overloading, etc. — A board of, say, three experts in the loading of coal vessels should be appointed to act in an advisory but responsible capacity in conjunction with the supervision of stowage and trimming, but more especially in regard to the quantity of coal which vessels should be allowed to load, and with power to prevent any vessel loading fully with coal if they consider it dangerous for her to do so. They should be required to go carefully into the question of weight of masts and spars, and be empowered to order the removal of such portions as they consider necessary, or else refuse a coal-loading certificate to the vessel.

Canada.

The Canadian insurance report for the year 1895 is a very creditable public document. Supt. Fitzgerald gives us recent decisions of the courts, recent frauds on insurance companies, recent legislation in the various provinces, and much statistical matter. Since 1869 the fire companies have received \$118,967,460 premiums and paid \$82,796,189 losses in Canada. The average loss ratio has been about 70 per cent.

Commissioners' Convention.

The 27th annual convention of state insurance officials met in Philadelphia last month. Supt. Pierce of New York explained the legal difficulties of his position in regard to the fire Lloyds. Mr. Homans of the Provident Savings read a paper on "Surrender Values." The proposed amendment to the present life blank was merely discussed. The Colorado crank, Parks, was lucid and was awed into silence by the presence of sensible men.

The business of the country is conducted on borrowed money. With repudiation, and an inflated and fluctuating currency, business men could borrow little money and the volume of business would therefore be greatly decreased. Insurance men would be great sufferers.

Insurance Men on the Fiat Dollar.

—
 "BANKRUPTCY TO AN EXTENT UNKNOWN" IS
 PREDICTED.

A policy worth \$1,000 to-day will be worth \$530 then. — President Looker, Michigan Mutual Life Ins. Co.

More than one-half of the people of this country are interested in maintaining the gold standard.—President Stevens, New England Mutual Life.

Free silver will undoubtedly bring great hardships to the policyholders of both life and fire insurance, especially the former. —Secretary Smith, Traders.

Gold is the most stable of all commodities which can be relied upon to determine the measure of value in exchange, and there cannot, in the nature of the things to be measured, be more than one standard. — J. G. Batterson, President Travelers.

It would be a very calamitous thing. The adoption of the principles of the free silver party would bring to the country only disaster. Repudiation of contracts and financial obligations would be such a misfortune as the government would never recover from.—President Chase, Hartford Fire.

Any radical change would disturb business, unsettle values, and cause a general readjustment of our affairs, not only in this country but with foreign countries. The effect upon the interests of policyholders, if the silver standard prevails, would be as follows. With 53-cent dollars, gold would be worth about 200 per cent. In case of loss a man with \$1,000 insurance, if his loss was total would get 1,000 silver dollars, the purchasing power of which would be only \$530, as compared with the present standard. The effect upon the companies would be disastrous, for it would depreciate nearly all their securities. There would be re-organizations and defaults without number, and the end would be great hardship and loss. —President Whiting, Orient Ins. Co.

This country will be plunged into absolute and financial ruin. It cannot be otherwise. — President Palmer, Northwestern Mutual Life Insurance Co.

Actuary Whiting thinks one effect of free silver will be the discontinuance of dividends on life insurance. Transacting the same or a less amount of business in dollars, expenses will be increased in those same inferior dollars, and the companies will therefore be unable to pay dividends.

I can see nothing but disaster, paralysis, and probable bankruptcy on a very large scale. The American companies would suffer most severely. It might give an immediate control of the insurance business to foreign companies.—President Atkinson, Boston Manufacturer's Ins. Co.

Actuary Vail says: "What has the mine-owner done for us that we should be willing to lose nearly 50 per cent. of our savings for his benefit? The life insurance policyholders could control the next presidential election if they should cast their vote for sound money. Should we adopt a silver standard, values would be inflated. Your widow would be a consumer and not a producer; therefore, she would undoubtedly suffer severely by this change."

We have been shown a copy of a letter from the president of an American life insurance company to a foreign policyholder. From this letter we take the liberty to make the following quotation: "Any intelligent man, if he will reason with himself, can not come to the conclusion that the great American republic will abandon the currency adopted by all the most enlightened nations of the earth, and establish in its stead the monetary systems of Mexico, China and India. As a matter of fact, there has never been the slightest danger that the doctrine of the Chicago platform would ever be ratified by the popular vote of the people of the United States, and as we approach nearer to the day of election it becomes more and more apparent that the revolutionary theory of the Chicago convention will receive a

most emphatic condemnation by the popular vote in November. The American people are intelligent enough to understand that the adoption of the Chicago platform means the absolute paralysis of commercial transactions, the liquidation of every financial institution in the land, and bankruptcy to an extent unknown among any civilized people."

Insurance companies own millions of United States bonds and other securities which under free coinage will be payable in 50-cent dollars. Free coinage would therefore rob the companies of half the value of such securities. Is it possible that any insurance clerk, agent or employe of any kind will by his vote help to rob his company of a considerable part of its assets?

James A. Silvey writes to the *Spectator* from Germany: "I have had occasion to defend the honesty and good sense of the American people on many occasions since dwelling here in Germany, and have always used the argument that the interest of every voter would be made so plain to him before the election that the gold party would be sure of many thousands of votes from men who are now (Aug. 15) fascinated by the rapid eloquence of the silver candidate."

I am a Democrat, but I do not intend to follow a rabble, even if it is under the name of a party. Our business will be hurt to the same extent as the rest of the business world if the Democratic ticket is successful. If I had a few hundred thousand ounces of silver stored away somewhere I would want the government to give me a dollar for 60 cents worth of the metal. The trouble with silver is the fact that it has depreciated in value, and no government can restore that value.—O. D. Baldwin, Vice-President Mutual Reserve Fund Life Association.

Free coinage of silver, and making it a legal tender, is rank dishonesty which would cost the nation dearly. In the event of war the government could not borrow money. Who would lend money

to a government which settles on the basis of 50 cents on the dollar, as proposed by the Chicago platform?

The Preferred on the Coast.

Over \$50,000 in accident claims on the Pacific Coast, in a short while. This is the record of the Preferred Accident Insurance Co. of New York. Manager Fowler, it is evident, has not allowed the grass to grow under the feet of his agency. A great deal of business has been written, and losses have been incurred in every section. Looking over the printed list we find some surprising things, to-wit: The large number of double benefit (travel) claims, and the still larger number of bicycle claims—altogether, sixty-three. All of these accidents were incurred by preferred risks. We note curious causes of accidents, as follows: Explosion electric lamp, feeding horse a lump of sugar, injured in sand storm, broke knife cutting cheese, chair pulled from under, curtain tack in eye.

Still Too Low.

The monthly scale of assessments in the A. O. U. Workmen, under the new graded assessment plan, is as follows per \$1,000:

18 to 24 years	\$.60
25 to 29 years . . . . .	.69
30 to 34 years . . . . .	.73
35 to 39 years . . . . .	.83
40 to 44 years	1.01
45 to 49 years	1.31
50 years and over	1.78

These rates are less than the mortality rates on selected lives, according to the mortality tables. The order must raise them again, to meet the liabilities of impaired lives, as well as to pay a possible deficit because of the difference between the foregoing figures and the mortality tables.

In addition to the foregoing assessments, the Workmen must pay lodge dues. And now, after years of payments in gold dollars, the older members are threatened with the payment of their widows' claims in silver dollars worth less than Mexican money.

The Moral Hazard These Times.

The continued depressed condition of the country at large, carrying with it a number of fire losses far above the expected average, cannot but arouse in underwriters the suspicion that a goodly share of such losses is attributable to moral hazard, and naturally the following questions present themselves as vital to those whose funds are drawn on for payment of such losses:

1st, When does moral hazard set in?

2nd, What classes of risks are liable to be tainted in this way?

3d, What can be done to guard against this danger?

In answer to the first, all of us will admit that moral hazard begins just as soon as conditions arise which make it more profitable for the owner of property to sell such property to an insurance company rather than to retain it. To fully realize this and be able to ascertain just what these conditions are is, without question, the most important feature, as far as the underwriter is concerned.

This being granted, an answer to the second question would be, theoretically speaking, unnecessary, because it is possible that any class of risks may become unprofitable to its owner, and consequently no class can be called exempt from a moral hazard. On the other hand there are certain classes which are, unquestionably, more liable to be tainted, and instead of endeavoring to give anything like a complete list of such classes, let us look at the general causes which produce a moral hazard.

I. Among these causes is *depreciation in price*, caused by over production or by competition, either at home or abroad. In following the press, our attention is continually called to striking examples of this principle. Carriage manufacturers have failed to find a ready market on account of the inroads upon their trade made by the extended use of the bicycle. Livery stables have become unprofitable from the same cause. Bicycle manufacturers in turn have committed "business

suicide" on account of over-speculation caused by the enormous profits of the original enterprises in that direction, and failures of either manufacturers or dealers in this new instrument of locomotion are almost daily occurrences. The lumber market has been overstocked, owing to the dullness in building trades. Agricultural implement factories continue to shut down because the low price of grain is interfering with the sale of their products. The price of grain itself has been reduced, both by overproduction and close competition, and grain risks, which a few years ago were almost classed among preferred business, have to be closely guarded to-day. Distilleries all over the country seem to report a decrease in outputs and many of them are shutting down for perhaps indefinite periods. In the Northwest the hop industry is practically stagnant, the market price having been reduced to three or three and a half cents, while it is generally admitted that the cost of production is about twice that much.

In the Southern states the tobacco production has become unprofitable. And among producers of even the necessities, such as clothing and furniture, we hear general complaints all over, especially when they have been devoting themselves largely to the production of superior articles. Fine furniture, etc., is classed as a decided luxury, and the market having become slow, this trade also carries a moral hazard with it. The list could be largely extended, but the above will probably suffice to illustrate the principle.

II. The second cause is to be found in *incumbrances*. An incumbrance of one sort or another being to-day the rule instead of the exception makes it especially difficult for the examiner of insurance risks to draw a line which is to guide him in the rejection or acceptance of business; and a close investigation of all circumstances connected with each individual risk is absolutely necessary. The fact that some of the companies who are supposed to transact business on the soundest principles are at variance when it comes

to the treatment of mortgaged property indicates how doubtful a point this is. While a good many of them decline outright all risks that are chattel mortgaged and all special hazards which are encumbered, others feel that exceptions to such a rule can be frequently granted without really incurring any additional hazards, and some of the most experienced managers are of the belief that as soon as the mortgaged clause is attached the moral hazard is materially decreased. The majority, no doubt, also believe that a chattel mortgage given for part of the purchase money is not especially objectionable as long as there seems to be a reasonably good prospect for a profitable business, if the risk is of a mercantile nature, or if the assured has resources, such as salary, pension and other regular incomes from which to meet payments as they mature. Then, again, there are certain classes of business where an ownership under a chattel mortgage is almost more common than an ownership without any incumbrances. This is the case with saloon risks and billiard halls, which very frequently are chattel mortgaged to the establishments furnishing the insurable property—that is, the breweries, distilleries and billiard table manufacturers.

III. While the above two paragraphs apply largely to mercantile stocks and manufacturing establishments practically the same principle will be met with in dealing with what is generally termed preferred business; that is, dwellings and mercantile buildings, both of which are liable to become unprofitable from very similar causes. Overproduction can be compared to over-booming of towns which gives them a large number of dwellings, built in the hope that the growth of the town will rapidly increase its population, and there is probably no company in existence which has not, at one time or another, paid its share toward the reimbursement of such boomers.

IV. A point which is often overlooked, to the sorrow of the companies, is that of the *relation between the value of individual risks and other risks of the same class in the*

same locality. Lack of proportion has often been the cause of heavy losses to companies who placed their policies upon some of the "choicest" dwellings which the solicitor or agent considered and reported as the most desirable risks in his field, while in fact they should have been called the least desirable class; and along this line we will often call a \$45,000 dwelling in a city a very choice risk, while the same dwelling located in a small town or in the country ought to be prohibited business, at dwelling rates.

V. Another feature which should always be taken into consideration is that of *ownership.* While it may appear like unjust discrimination, underwriters as a class have, and no doubt with good reason, an aversion for the Hebrew, not exactly as a Hebrew, but as the owner of certain kinds of business, such as clothing stocks, gents' furnishing goods and similar merchandise, especially when located in small towns or in the outlying districts of cities. Such stocks are too frequently auction stocks, self-worn goods or unsalable in the current market on account of change in styles and customs. Experience with losses on this class is generally admitted as decidedly unsatisfactory; and while the gentile can certainly not be called free from charges of arson, Mr. C. C. Hine, in his well known address before the Underwriters' Association of the Northwest, seemed to prove that the percentage of fraud losses in connection with such risks points toward the Hebrew as a customer that had better be shunned. This point is a delicate one, and the writer wishes to not be misconstrued. The Hebrew, on the other hand, is among the most desirable customers when insuring his home, that is, the *building* in which he lives with his family, the love for home being one of his characteristics.

Ownership of merchantile stocks by women should also be looked into carefully for acceptance of business. While we all understand that there are certain branches of business which by their nature would make a lady a more desir-

able manager, we also know that ownership on the part of a woman is often nothing but an attempt at protecting her husband against the claims of former creditors. Such an arrangement, of course, carries with it a moral hazard; but even here an occasional exception may be allowable after carefully considering the history of the husband's old indebtedness.

Contested ownership, or litigation, is so commonly acknowledged as a bar from insurance, because it often implies a moral hazard and almost invariably produces difficulty if a loss is to be settled, that it is unnecessary to more than mention this point.

In answer to our third question, "What can be done to guard against the danger of moral hazard?" would beg to say that the underwriter, or insurance examiner, or inspector, must adopt the course of a trained physician. Make a thorough diagnosis, after carefully studying the causes, and the remedy will then be apparent. To gain full information regarding the business written we should make liberal use of mercantile and fire reports, furnished by the mercantile and fire protective agencies, follow the histories of the most important industries, make frequent inspections, and finally give the benefit of all doubts to the insurance company, because it stands to reason that there is more to be gained by occasionally cancelling on suspicion risks which may be good rather than retain on the books doubtful risks, for fear of doing an injustice to the local agent or to the customer. It takes too many premiums of average size to equal the face of the average policy.

In conclusion we might refer to another class of moral hazard which might be called "external" and which shows itself as external incendiarism; but inasmuch as incendiarism (with very few exceptions, such as strikes or riots), cannot be traced back to *general* causes, but to the natural "cussedness" of the individual, it appears to the writer practically impossible to guard against it in any other way

than by carefully instructing the local representatives to be cautious in their selection of risks.

No claim is laid to the above as being, in its details, absolutely original and it is merely offered for the general good of the cause in which all of us are interested.

R. J. HIRSCH.

Australasia.

A correspondent writes us that the rate-cutting down there is something desperate, but that everybody is heartily sick of it. A general tariff for New South Wales is a probability of the near future.

The gold of the sunken "Catterthun" is being taken up by divers. The New Zealand Ins. Co. had a \$25,000 box in the ship, which has been recovered.

Rates on Sky-scrappers.

The *Times-Herald* of Chicago compiles the following insurance rates on high buildings in New York and Chicago.

New York.	Cents.
American Tract Society	21
American Surety	20
Manhattan Life	16
Mail and Express	18
Johnston	13
Clearing-house	11
Postal Telegraph	16
Fidelity & Casualty	14
Chicago.	Cents.
Rookery	50
Home Insurance	40
Masonic Temple	50
Western Union	40
Association	50
Women's Temple	40
New York Life	55
Fort Dearborn	50

To the foregoing we add the following board rates on big buildings in San Francisco:

San Francisco.	Cents.
Mills	50
Crocker	45
Chronicle	50

Parrott	
Mutual Life	50
Pacific Mutual	65

With a 60 per cent. co-insurance clause the rates are as follows: Mills, 30 cents; Crocker, 25; Chronicle, 30; Mutual Life, 30; and Pacific Mutual (with an 80 per cent. co-insurance clause) 50 cents. The Parrott (Emporium) building has never been rated. It has been written at various rates, by various offices, ranging from 30 cents to \$1.50. Since the "war" these buildings have been written for three years at greatly reduced rates.

California Life Insurance Decision.

RESCISSION — RELEASE BY BENEFICIARIES
DELIVERY OF POLICY.

153. Jurgens v. New York Life Insurance Co., Cal. S. C., Sept. 2,
1896: 45 P. R. 1054.

One who has insured his life for the benefit of another cannot, after the beneficiary has acquired a vested right by the delivery of the policy, rescind the policy and recover premium paid, without tender of release from the beneficiary, even where rescission can be compelled and does not require consent of the insurer.

Though a life policy provides that it shall not be in force till the premium is actually paid the agent, and that no agent has power to extend the time for paying a premium, still, where the agent unconditionally delivers the policy on receipt of insured's note, and thereby becomes answerable to the company for so much cash, the policy is in force, so that insured cannot rescind it without a release from the beneficiary.

Even if insured can, on some terms, secure a rescission of a life policy where the beneficiary refuses to join in a rescission, he must make the beneficiary a party to an action for such rescission.

The Connecticut Mutual is said to be writing a good deal of new business on account of its bold stand against free silver repudiation. The company frankly

tells its policyholders that their policies, with free coinage, will be payable in silver, under the terms of the contract, and because the company's loans would be payable in silver. Policyholders would lose the difference between the values of gold and silver. Likewise, savings-banks depositors and investors in building and loan associations, except possibly on the Coast where gold-notes are the rule.

An Insurance Agent Once a Millionaire.

A California agent was once a millionaire. While a soldier he and his comrades opened a bank. Probably the opening was made with a crowbar. This "crime of 1865" was committed in broad daylight. Not a bank official protested. Not a citizen ran for a policeman. In fact, the town was deserted.

The boys had rare sport, afterward, playing cards with Confederate shin-plasters for stakes. There was an air of prosperity in camp. Money was as plentiful as it may be under free coinage of silver tea spoon and pot metal. Everybody was rich and went to market with a basketful of money and returned with his purchases in his vest-pocket.

Finally, in an engagement with the enemy, one of the amateur bankers was wounded and it was necessary to leave him in the hospital. Realizing that he might fall into the hands of the enemy, and would need a few luxuries like bread and meat, the soldiers, the bankers and the lucky bettors, made up for him a little consolation purse of four million dollars of this "Confed" paper money.

The wounded man lay in the hospital for five weeks and disbursed a million dollars or so for service and chicken broth and the like. Convalescent, he went out and ordered a new suit of clothes and bought a pair of boots. Though Lee had surrendered, the tailor and the shoe merchant refused to accept Union money, which was then worth only 50 cents on the dollar, gold standard, though a legal tender and receivable for taxes in the Union states. But our convalescent

soldier, now an agent, was in the enemy's country, and he was delighted to know that his Confederate money was still "good." The tailor and the shoe man accepted the proffered paper—and the Union soldier cheerfully parted with \$10,000 for a pair of boots and \$50,000 for a suit of clothes. A few days later the war was at an end.

Is it possible that we are again hastening, in a time of profound peace, to an unlimited issue of paper money—first free silver coinage, and then Populist fiat money to correct the contraction caused by the withdrawal of gold and gold notes? Not if all the insurance men vote for sound money!

The Union Casualty Will Not Reinsure.

The Union Casualty of St. Louis is a party to the recent conference agreement, which adopted rates and uniform policies. This statement does not lend color to any rumor of the contemplated reinsurance of the company.

W. Loaiza & Co., the general agents in San Francisco, have received from the secretary of the Union Casualty an emphatic denial of the rumors of reinsurance, as follows:

ST. LOUIS, Sept. 25, 1896.

W. LOAIZA & Co., Gen'l Agents,
San Francisco.

DEAR SIR:

Several insurance journals published in the East have quite recently printed articles, which while not asserting it to be a fact, left the inference to be drawn that this company had in contemplation or was negotiating for a reinsurance of its business with the United States Casualty Co. of New York City. These rumors have been given still further publicity by publication in a large number of insurance journals, and because of this publication, I deem it advisable to state here most emphatically, that this company has not been in negotiation with the officers of the United States Casualty Company for any such purpose, and that all rumors and statements to this effect are untrue and without foundation in fact. I further desire to state that this company has never contemplated and does not now contemplate a reinsurance of its contracts with the United

States Casualty Co. or any other company, and all talk and rumors to that effect in the past or at present are untrue and utterly groundless. To set at rest these silly and baseless rumors, I request that the widest publicity possible be given this letter.

Yours very truly,

[Signed]

O. K. CLARDY,

Secretary.

Manager Lamey Removes Headquarters to Denver.

The new consolidated Western department of the British America and Western Assurance has been transferred to Denver. It was Manager Lamey's intention to maintain the headquarters of the department in San Francisco, but the discouraging failure of recent efforts to organize a board has persuaded him to make Denver the headquarters. The territory of the department, as set forth on a colored page announcement elsewhere, includes Kansas and Nebraska and Wyoming and all the Mountain and Coast states and territories except Arizona. While "the war" lasts, Denver will be near the center of profitable business at least.

The San Francisco office will continue to be maintained, with H. W. Fores, special agent, in charge. The San Francisco agents will be Davis & Watson, of the fire department, at 221 Sansome street; and F. W. Krause, of the marine department, at 423 California street. W. L. Miller, special agent from Denver, now in the city, will remain here for some time. John H. Nelson at Portland and H. J. Schaeffer at Spokane will represent the companies as special agents and adjusters. Local agents will hereafter report to Denver.

Of course this is not a permanent move, because it does not seem possible that the underwriters will not soon come together in a new compact. But unfortunately for the underwriting and business interests of San Francisco these changes, though known to be temporary, are infectious as to example and sadly injurious to many interests.

—"Honesty is the best policy" for the people of the United States.

The Award Stands in the Stemmer Case.

JUDGE STEARNS, OF PORTLAND, DECIDES THE CASE OF SOLOMON STEMMER V. THE MAGDEBURG INS. CO. AND OTHER COMPANIES IN INTEREST, IN FAVOR OF THE DEFENDANTS.

Solomon Stemmer conducted a glove factory in Portland, on the corner of First and Stark streets. The factory took fire on the night of October 14, 1895, and was considerably damaged by fire and water. Stemmer was in San Francisco at the time of the fire, and pending his return his employes looked after the place. Adjuster Farnsworth of San Francisco appeared on the scene for the companies. After some little discussion between Stemmer and the adjuster, G. L. Fisher was selected to appraise the loss for the companies and I. L. White for the claimant. W. P. Olds was selected to act as umpire. Mr. Olds, however, was not called upon during the appraisal, as the two appraisers did not disagree. Fisher and White appraised the loss on stock at \$3,213. A. Gaudron and M. Honeyman acted as appraisers on machinery, and made the loss thereon \$528.

Stemmer was not satisfied with the awards, and alleged that at the time of the fire his stock was worth \$19,623, and the damage sustained by him was \$11,741. The total insurance carried was \$11,750. Stemmer claimed he had not been allowed enough damage on his machinery, sewing machines or stock. His main complaint was on his manufactured goods, such as gloves, whips, skins, lashes, etc. The loss, he claimed, was in the neighborhood of \$10,000.

In the complaint filed, Stemmer charged collusion and that the adjuster took advantage of him. Stemmer claimed he first wanted Dyer to act as his appraiser, or else T. Dittenhoffer or Julius L. Haas. Adjuster Farnsworth, he said, refused to allow him to nominate either of these men, and urged him to take Isaac L. White. Stemmer also said that Farnsworth told him the circumstances attending the fire were very suspicious, and that

if White was not accepted as the appraiser he would deny liability and return to San Francisco and leave him to his remedy at law.

In the answer to the suit, the insurance men touched Stemmer up rather stiffly. They stated that his stock was not worth to exceed \$10,000, and that the fire was designed; that he represented falsely that his stock was worth \$20,000, and took out large insurance with intent to defraud and with expectation of collecting the insurance. It was denied that White and Fisher were not familiar with the value of a glove stock.

The court sustained the award made by the appraisers selected by the parties, and awarded the plaintiff the amount thereof, \$3,741. In his decision Judge Stearns said that the appraisers were experienced men and knew their business, and, so far as he was able to judge, acted fairly and honestly and without any bias or partiality for or against any one. Although there was a conflict in the testimony on that subject, the court concluded that Stemmer had selected White of his own accord, and that he was bound by his selection. At the time of the selection plaintiff was represented by able counsel, was a business man of many years' experience, and was well aware that the insurance companies had no right to select an appraiser for him; but, on the contrary, the insurance companies were to select one appraiser, and he the other; and so far as the court was able to judge, plaintiff was not imposed upon in this respect, and had received fair treatment at the hands of the appraisers.

There was a great difference in the amount of loss claimed by the plaintiff and the amount awarded him by the appraisers. After the appraisers had finished their work and rendered their award, the plaintiff, being dissatisfied with the result, appointed a committee of five business men to go through his stock and appraise it. This committee reported to him the amount of loss claimed by plaintiff, and the members of this committee testified upon the trial in ref-

erence to this matter. The court held that this committee were in no better position to judge of the amount of loss sustained by plaintiff than the appraisers that had been selected and regularly appointed, and that as such appraisers had been appointed by the parties jointly, there was more likelihood of their appraisal and valuation being nearer correct than that of the one-sided committee appointed by Stemmer.

In the argument of the case the plaintiff's record was seriously attacked. The testimony disclosed the fact that the plaintiff had been concerned in five different fires, including the one under consideration; and while no comment was made on this fact by the court in the opinion delivered, it undoubtedly had some weight in inducing the court to arrive at his decision.

The trial lasted about ten days. Judge Whalley and Judge O'Day appeared as counsel for Stemmer, and Joseph Simon, of Dolph, Mallory & Simon, represented the companies. Mr. Farnsworth is entitled to much credit for the able manner in which he handled this case throughout, and the companies are to be congratulated on such a satisfactory termination of a case where a bold attempt at robbery was attempted by Stemmer.

If You Had Money at Interest.

If you had money out at interest, falling due soon, would you renew and take any chances of being paid in dollars worth only half? Of course not. You would demand the payment, and foreclose if necessary. That is just what banks, and insurance companies, and lenders generally, will do if the voters declare for the cheap money standard. There will be sad times then, with business and manufacturing practically suspended, and many people dispossessed of farms and homes. There will still be the right of redemption, of course, but where can the debtor borrow the money? The money lender, the bank, the insurance company, will not lend the money to redeem property which they have foreclosed. There

will be no credit, no confidence, no enterprise, until the country gets down to the 50-cent standard—until the country goes through bankruptcy, and settles on the basis of 50 cents on the dollar. The worst sufferers from such evil times would be insurance agents, especially those engaged in life insurance.

Durfee on Rebating.

The superintendent of the Illinois department picturesquely presents his views on rebating in life insurance, as follows:

That rebating is one of the evils under which life insurance is struggling is very evident to this department, but the making of a various sacrifice of the agent and letting the guilty promoters of the situation go scot free is not just: when a sacrifice is required Isaac must be saved and an innocent animal rumaging in the brush for its daily food laid upon the altar.

The agent has an inherent right to do with his own wages as he desires. He can use it as a cigar lighter if he so chooses, and it is a dangerous precedent to set prescribing his use of his own funds, the logical sequence being that if you prescribe one method in which he shall not use it you may prescribe by law just what he shall use it for.

It is time that the facts of the situation should be realized and the cause for rebating eliminated. Bonuses and excessive commissions on new business can lead to but one result: they have evolved the twister or poacher and are responsible for rebating. The best agent is deemed by some managers the one who is most successful in poaching on his neighbors' preserves instead of hunting for wild game. The evil cannot be cured by legal cataplasms nor putting a ball and chain on the legs of the agent. The cure lies with the managers themselves, and there are indications that it will be applied, if necessary, by legislation.

The agent is worthy of every reasonable consideration on the part of managers. Upon his energy, persistence and judgment success largely rests. He is

the buffer between the managers and the policyholders and he should have an interest in the renewals sufficient to encourage him to cultivate the persistent policyholder, and help retain the business he has built up. Give him to understand that excessive commissions on first year's business and bonuses given to swell balloon business that collapses after the first of the year are not conducive to his continued prosperity as an agent, nor in the best interests of the company.

President McCall's Article.

The *Forum* for October contains a six-page article entitled "Free Coinage and Life Insurance Companies." The magazine can be purchased at any book and news store, for 25 cents. Other articles on free coinage are: "Compulsory Dishonesty," by ex-President Harrison; "Free Coinage and Trust Companies," "Free Coinage and Farmers," by well known authorities.

The candidate of the free coinage parties is under the impression that life insurance companies are stock concerns, making profits. A statement to this effect, in one of his speeches, is taken as the text by Mr. McCall for his article in the *Forum*. Attention is called to the fact that the life insurance companies and associations operating in New York number 179. Of these 160 have no capital stock. Of the remaining nineteen, all but four are virtually mutual companies. The stockholders are interested to the extent of less than one per cent. of the assets. The assets invested amount to over a billion dollars. The policyholders number over ten million. In the light of these figures, as President McCall says, there can be no question as to where the burden would fall if injury should be done to the life insurance interests by this country's independent adoption of the free and unlimited coinage of silver at the ratio of 16 to 1.

The reports of the thirty-five regular companies to the New York insurance department give the following totals: Insurance in force, \$4,875,108,164; premiums received, \$169,719,165; losses incurred,

\$69,230,944. As scheduled in the article, these figures are almost equally divided between the North and East and the South and West. The "losses incurred" do not, of course, include dividends, purchased policies, etc. The total payments to policyholders by these thirty-five companies last year were \$122,978,716. "If, then, the policyholders of the United States are to be paid in dollars having but one-half the purchasing power of the dollars they paid in premiums, they may well consider what free coinage means to them and to those depending on them."

We quote further from Mr. McCall's able paper, as follows:

"If the investments of this great interest, vast in amount, and the property of millions of people, are to be paid back to the companies in depreciated money, then, too, must the claims which they are held in trust to discharge be paid in like money. The custodians of these investments are only the collection agents of the claimants, and they must pay in the dollars they are compelled to receive, regardless of their actual value. They will have no other dollars to pay with. In response to a just demand, the companies for many years have issued contracts free of all doubt as to their prompt payment at maturity. Is it not equally important that the value of the money in which such payment is made should be likewise free from doubt? It would seem as though the best money in the world was none too good for the wives and children of the providers who had labored for them until death, or for the providers themselves when age finds them helpless.

"It may be said that the companies should pay to their present American policyholders gold or its equivalent. Aside from the fact that the Chicago Convention refused to adopt the plank providing "that any change in the monetary standard should not apply to existing contracts," and regardless also of the constitutional right of free contract, it would be impossible to make such gold payments, if free silver coinage should prevail, without seriously affecting the finan-

cial condition of many of the companies. Their investments, such as real estate and securities payable in gold, are independent as to their value, whatever the standard of the United States may be, and in the event of its depreciating relatively to commodities generally, these specific investments above mentioned would appreciate relatively to that standard; but their other investments, as shown herein, are of the nature of securities, the principal and interest of which are stipulated to be paid in lawful money of the United States. It is obvious, therefore, that these last mentioned resources would, in the event of the free coinage of silver, depreciate largely relative to gold, and the effect of attempting to pay liabilities in gold as they matured would be to use up accumulated surplus, and ultimately (if the gold premium in the United States were high enough) to cause a deficit in the required reserve. While there is no obligation expressed or implied to pay American policyholders in gold, yet it is obvious, when the quality of their premium payments is considered, that great disappointment and misery must result to their representatives through payment in depreciated money. The repayment, with a 50-cent dollar, of trust-fund dollars worth their face in gold when placed with the company, would certainly cause many a heartache.

"For the five years ending December 31, 1895, the companies paid in cash for lapsed, surrendered, and purchased policies the sum of \$97,782,669. It will be seen that the future value of a dollar, while of greatest significance to those who are left without a provider, is of vast importance also to those who are privileged to retire from the company and entitled to a return of a part of the premiums paid by them. It is almost certain that the unlimited coinage of silver by this country alone at the ratio of 16 to 1, and declaring it a legal tender to an unlimited amount, would not avail to bring the relative bullion values of gold and silver the world over to such ratio. It follows that the effect would be to make gold go

to a premium in the United States, as well as to increase the price of commodities generally in about the same, if not a higher, ratio as the premium to which gold would attain."

Reduced Losses.

Of the half million reduced losses up to September 1, in this field, a quarter million must be credited to San Francisco, and only a nominal sum to California outside of the city. These figures indicate that with the same premium income as last year, the loss ratio in California outside of San Francisco will be the same, and in the outside Coast territory a little less this year. It is still too early to predict ratios. Various estimates are made of '96 premiums, all less than those of '95. San Francisco, without any large losses, has been peculiarly fortunate. One large fire, long past due, will upset all calculations, however. Present indications point to an average loss ratio of over 70 per cent. in California outside of the metropolis, and over 60 per cent. in San Francisco. So much term business has been written that estimates are but wild guess work.

Read Your Policy.

Whatever the kind of policy, whatever may be the circumstances of the insurance, no matter who the agent or solicitor or broker, no matter which the company, society or association, read your policy or certificate. There is something in it which you should know and remember. The knowledge of the conditions may save you or your heirs considerable money. Read as soon as you can, and govern yourself accordingly.

In fire insurance, ignorance of the provisions of the policy is especially annoying, and sometimes very costly. Many property-owners are not insured as they think they are. Some piece of property, it often transpires, is not covered.

There are important conditions which should be known at the time of insuring, and others should be remembered at the time of the fire.

The entire policy is void if the insured conceals a material circumstance, or if his interest be not as stated. There are conditions as to ownership, other insurance, occupancy, repairs, change of title, contents, illumination, etc., which the insured should be familiar with.

The company is not liable for loss by riot, or by order of any civil authority, or by explosion (except fire damage which follows), or by lightning (except by agreement), or by theft, or by neglect of the insured to use all reasonable means to save his property.

Kerosene-oil lamps must be filled by daylight or at a distance of not less than ten feet from artificial light.

The company is not liable for loss to currency, accounts and other valuable papers; nor, unless otherwise agreed, for loss to awnings, bullion, pictures, signs and other things.

The insured has duties after the fire. The insurance company is not liable for subsequent damages. The insured must give immediate notice of loss, and must protect the property from further damage. He must separate the damaged and undamaged property, and not close up or nail up and wait for the adjuster to arrive.

Spokane Mercantile Company Case.

In January, 1893, the stock of general merchandise belonging to the Spokane Mercantile Co., Spokane, Wash., was damaged by fire. The insurance on the goods was \$52,000. The insured claimed a total loss, and swore that the damage was \$20,000 in excess of the total insurance. This extravagant claim, of course, was not allowed by the insurers. The amount of loss was submitted to appraisal. The three appraisers spent three weeks investigating the loss, and unanimously fixed the amount of the loss at \$24,000.

The mercantile company refused to abide by the award. In a suit to set aside the award, stockholders and employees swore that destroyed shelving contained about \$12,000 worth of goods, though the appraisers had found it physically impos-

sible for such shelving to hold more than \$3,000 of the goods claimed to have been there. The court, however, as previously stated in these columns, set aside the award, and a judgment was rendered in favor of the insured in the sum of \$45,000. In a somewhat similar case, that of Stemmer, related elsewhere, the court in Portland ruled that the award must stand.

Outside creditors of the Spokane Mercantile Co. immediately garnished the insurance companies. The latter offered to pay the assignee of the mercantile company the amount of the judgment, less the sums of the garnishment. The assignee declined to accept this offer, and made the absurd claim that the companies should pay the judgment and the aforesaid creditors as well.

Later, Spokane creditors of the mercantile company sued to set aside the assignment. The insurers were enjoined from paying the judgment. The local creditors won. The court held that the assignment was fraudulent and without consideration. A. J. Shaw was then appointed receiver.

Some of the creditors refused to release their garnishments, and subsequently the insurance companies were compelled to pay the judgment obtained thereon. The receiver accepted an offer from the companies to pay the assignee judgment, less the amount of the unreleased garnishments; and checks therefor were forwarded to the receiver. The aforesaid court, however, refused to approve this settlement, and ruled that the companies should also pay interest during the time they were prohibited from paying a judgment they had offered to pay. The law is that in such cases the interest does not run.

Although judgments were obtained by the outside creditors, the receiver now holds that some of these claims were unjust, and that he should settle with these creditors. He asks the companies to pay him the full amount of the judgment, including the judgments obtained under the garnishments and already paid by the companies. Of course the companies re-

fus to accede to the absurd demand of the receiver. The comical Spokane court has since appointed a receiver to take charge of the local assets of the several insurance companies.

This summary of the facts in the case shows the position of the companies to be an entirely fair one. They accepted the award of the appraisers. Later, they offered to pay the excessive judgment of the court, but were prohibited by the injunction suit brought by other creditors. Other judgments secured by other creditors were paid. Now the companies are asked to pay again what they have already paid, and to pay interest during the time of the enforced delay through litigation for which they were in no way responsible. Courts and assignee and receiver are manifestly unfair.

Meantime the Spokane Mercantile Co. has been posing as "injured innocence." The insurance companies have been represented as soulless corporations, trying to cheat poor but honest merchants. The local press has raised a howl, and thoughtless people, Populists generally, have joined in denouncing the "wicked insurance companies." Cure-all legislation of some sort is demanded by political quacks and the lovers of political quackery, to prevent the companies from resisting dishonest and incendiary claims.

Commissioner Higgins Wins.

In the action brought by C. Gesford against M. R. Higgins for the insurance commissionership, Judge Sanderson, of the superior court of San Francisco, decided that an action to forfeit an office was a criminal one. Mr. Gesford petitioned the supreme court for a writ of mandamus to compel Judge Sanderson to reverse his decision.

The first count alleged that Mr. Higgins had intruded himself into the office, and that he had no title to it. The second count alleged that he had accepted and was using a railroad pass. The court was asked to declare Gesford entitled to the office, and to fine Higgins \$5,000.

On October 8th the supreme court gave a decision in favor of Higgins, sustaining the ruling of the lower court. It was held that while the mere acceptance of a pass is in itself no crime, one who holds office and a pass at the same time may be subjected to a severe criminal punishment. It is at least doubtful if such an office-holder could be compelled to give evidence against himself. The issuance of the writ of mandamus would forever preclude any defense upon its merits.

Gesford's remedy now lies in an appeal, and the case goes back to the superior court for further proceedings.

The New Charter.

The citizens of San Francisco will at the coming election vote on the proposed new charter. It is a document carefully prepared by the board of freeholders, and it is in every way superior to the antiquated, demagogue-favored charter under which the city is now outrageously robbed without fear of punishment. It is possible that men may honestly object to some of the articles of the new charter, but as a whole it is unobjectionable, being so far superior to the old charter. A specially praiseworthy feature is the placing of so much power with the mayor, thus placing responsibility where the people can recognize it, and reward or punish for its exercise. The political bosses oppose it on this account.

Fire underwriters favor the new charter because of Art. IX, relating to the fire department. The mayor appoints the four fire commissioners, only two of whom can be of the same political party. There must never be more than two of the same party. Under the present law the board of supervisors, the creature of the bosses, appoints three commissioners, and the other two, owing to the abolition of the courts which formerly appointed them, now hold their offices for life. The new charter takes the fire department out of politics, and for this reason it deserves the hearty support of all good citizens.

C. L. Taylor, formerly president of the Sun Ins. Co., is the candidate for mayor

on the new charter ticket. The COAST REVIEW solicits the suffrages of all insurance men, agents, clerks, brokers and solicitors, for Mr. Taylor, not only because of his record as a business man and as a member of the board of supervisors, but because he is the champion of the new charter.

Growing Grain Business.

The season for this class of business is about over, and the offices engaged in it can figure losses and expenses. They will probably find no considerable balance in their favor, for rates have been cut to an astonishing degree. The experienced offices have doubtless figured for safety, and they have been favored by decreased losses as well as by increased business. A far larger amount of growing grain business was written this year than ever before. The very low rates offered have persuaded many farmers to insure their grain fields for the first time. Luck has been on the side of the companies this year.

Fire After Fall of Building.

Every policy of fire insurance contains the following clause:

"If a building or any part thereof fall, except as the result of fire, all insurance by this policy on such building or its contents shall immediately cease."

Last month a warehouse in Ogden, Utah, was blown down in a storm. A few minutes later a fire broke out in the ruins. It was a tiny blaze and could have been easily extinguished. The fire department was slow in responding, and the fire meantime made great headway. The effect of the delay was aggravated by a scarcity of water. The fallen warehouse and its contents were destroyed.

The above cited clause protects the companies from loss. There is no liability under the policy, the insurance on contents, as well as on building, having ceased when the warehouse fell. The hazard was increased by the fall, to a degree which insurance companies have

never cared to cover, and which of course is not an element of existing rates.

The insurance on the warehouse and merchandise contained in same at the time the building fell was as follows:

BUILDING.

Union Assurance	\$1,500
Hartford	2,000
	\$6,500

MERCHANDISE IN WAREHOUSE.

Connecticut	\$ 7,500
Home, N. Y.	7,000
Prussian National	5,000
Commercial Union	3,500
Lancashire	3,000
Sun Fire	2,500
Franklin	2,500
	\$31,000
Total	\$37,500

The Adjuster Should Remain on the Ground.

Usually when an appraisalment has been agreed on, and the papers have been signed, the specials and adjusters on the loss hurry away to attend to other business. Not long ago in Portland there was a case of this kind. There were several specials on the loss, and as soon as the submission to appraise was signed they were sent away by their managers to attend to special work elsewhere. Only one adjuster was left in charge. The special who had the largest amount involved did not even put in an appearance to make up the proofs. The claimant made his own proofs. The appraising expenses amounted to over \$800, and the companies paid a total loss. There are many similar cases.

It is usually false economy not to have the adjuster on the ground during the appraisalment. His presence prevents interference by the claimant, and strengthens the company's appraiser.

A recent number of the *Review* has an article on this subject. Attention is directed to the fact that the assured is in close touch with his appraiser, and looks

sharply after his own interests. The company's appraiser, on the contrary, in the absence of the adjuster, is without advice and support when important points are raised. As our contemporary says:-

It would be strange if in these important points the assured did not obtain a large advantage, which, of course, must be at the expense of the companies interested. Frequently while an appraisal is taking place, especially on a stock of merchandise, it is possible when adjusters are at hand to make a good settlement without prolonging the appraisal and without detriment to the interest of the companies interested. There is no branch of the business that is more important than the adjustment of losses.

The Arizona Underwriters.

The annual meeting of the Arizona Underwriters association was held in this city on the 8th inst. The supervisory committee was re-elected, as follows: Geo. D. Dornin (chairman), Wm. Macdonald, Arthur E. Magill, Bernard Faymonville and F. J. Devlin. During the past year the membership has been increased by the addition of the several companies recently admitted to the territory. The meeting was very harmonious, the results of the year's work being more than satisfactory. There are now twenty-two members, representing all the companies doing business in Arizona.

The committee's report shows that during the year special ratings were issued for Flagstaff, Globe, Mesa, Phoenix, Prescott, Solomonville, Tempe, Tucson and Yuma. The expenses for the fiscal year were only \$70. Few complaints of violations of rules or rates have been filed. Application was made for a reduction of rates on certain mining properties, to meet Lloyds competition. The application was denied, and the wisdom of such course has since been clearly demonstrated.

It is refreshing to read of a successful, harmonious organization like the Arizona Underwriters. Now, why can not the general agents come together in a similar organization in California, and confine themselves, for a time, at least, to rates

and commissions? The suggestion is not an impracticable one. The principal object of any tariff organization is to establish and maintain rates and commissions. Non-intercourse and other measures can be allowed to wait on more important things.

The Western Union.

The threatened rate war in the principal cities in the Western Union would hardly fail to help insurance matters in California. San Francisco and California and the Coast generally have been credited with keeping the Western Union alive by serving as "a horrible example" of rate-cutting and demoralization. With this gruesome service done, a Coast board may be forced into existence and loyally supported. It is indeed an ill wind that blows nobody good.

The Western Union has been able to maintain its organization during a considerable period of low loss ratios. Ordinarily, such prosperity could not have been endured so long without rate-cutting by greedy companies; but the spectacle of the throat-cutting in the Pacific field has held in check the rashest rate-cutter in the Western Union. It is feared now, however, that the growing non-union element will force matters to an issue: and it is not impossible that the failure to organize a board in San Francisco may be one of the causes of the expected rupture in the Mississippi Valley. There may be offices heartily tired of maintaining an expensive example here for the benefit of other offices over there, and therefore quite willing to extend the antagonism, if any there be, to a larger field with a larger prize at stake.

The Per Capita Circulation.

It is now about \$24 per capita in the United States, but with \$600,000 gold driven out it would only be about \$14, which at bullion value would in purchasing power equal only \$7 of the present money. This tremendous contraction would most grievously affect business of all kinds, especially insurance. The ca-

capacity of the mints is limited to \$40,000,000 a year, and it would therefore take fifteen years to replace the retired gold; and until congress met there would be only half the present money in circulation, and that diminished amount with a diminished purchasing power.

A nice prospect for insurance agents indeed. No money, no credit; no business; nothing but panic.

Life Underwriters' Association of San Francisco.

For some reason—the weather, the season, politics, or unfair reliance on others—the attendance at the monthly meetings of this association has fallen off recently. Sometimes there is not a quorum present. This seeming indifference is to be deplored at any time, but especially now when the commission question is under consideration, and when a session of the legislature is near at hand.

There is work to be done soon, and successful work requires a general attendance at the meetings, and hearty co-operation with the committees. If the members will not depend on a few to do all the work, substantial benefits will be yielded by the association. There are possibilities of good which this and similar organizations have changed into realities; but these fair possibilities are conditioned on united effort. Nothing can be accomplished if the majority depend on the minority to do all the work.

The COAST REVIEW respectfully urges the members to bear in mind the date of the next meeting, and to attend and give the encouragement of their presence and the support of their voice, counsel and active aid.

Silver Senatorial Sentiment.

Senator Silver Stewart, who voted for the so-called demonetization of silver, said in congress in 1874: "The laboring man is entitled to have his labor measured by the gold standard. To save national honor the interest on the national debt must be paid in gold. There have been many battles fought against gold, but gold has won every time. Gold has never

compromised. Gold is the measure that must be used. It has been and always will be the touchstone of measurement." As true to day as twenty-two years ago.

Senator Silver Jones said in congress in 1874: "Did any country ever accumulate wealth, achieve greatness, or attain high civilization without a standard of value. And what but gold can be that standard. What other thing on earth possesses the requisite qualities? Its scarcity gives a small quantity of its great value, so it is easily transported from place to place. It is gold that has lifted the nations from barbarism. It teaches the very habit of honesty. It neither deals in nor tolerates false pretenses. It cannot lie. It keeps its promises to rich and poor alike." As true in '96 as in '74. Mr. Jones voted for the so-called demonetization of silver.

About Bicycles and Accidents.

The making of bicycles was certainly overdone, but the riding of wheels is still on the increase. The other day in New York thousands of bicycles were sold in one day by an enterprising merchant who offered them far below cost. Last week in San Francisco hundreds of high grade machines were sold at auction, at from \$30 to \$40, as fast as offered. The store-room was packed to the point of suffocation, and women as well as men were bidders. Times are hard, but there was no scarcity of money.

It is evident that the pastime is still on the increase, and accident insurers must expect an increasing number of bicycle claims. Probably an increasing amount of business will more than offset these losses.

Excepting the "scortchers," nearly all bicycle accident claims are made by new riders. The old riders are experienced and cautious. They do not take foolish chances nor coast down strange hills. They are expert "back-pedalers," and know at a glance whether a hill can be safely descended.

The majority of bicycle accidents could be prevented by the riders if their wheels were equipped with brakes. In a general

agency in this city, on a recent morning, the mail contained three bicycle claims, all of which, as the particulars disclosed, would have been prevented by the application of a brake. The riders were beginners, of course.

The objection to the brake heretofore has been the damage to the tire, but this objection has been met by the application of the brake to the axle. The liability to accident is so greatly diminished by the brake, that the accident insurers could afford to make a better rate on a special policy requiring its use. Such a policy, or such a condition in every policy, may be the only solution of the bicycle problem in accident insurance.

Insurance Against Bicycle Theft.

The only stock company insuring against the theft of bicycles, and the only company licensed to do so by the insurance department of California, is the New England Burglary Ins. Co., represented by Okell, Donnell & Co. The company issues an attractive policy at a low cost, guaranteeing the bicycle-owner against loss. Stealing bicycles is so common a crime that a policy covering such loss become a necessity with the rider who wants peace of mind and freedom to leave his wheel at the door. Many bicycles are stolen from dwellings also, and from burglarious loss of this kind the greatest care affords no protection.

Liability and Casualty Conference Agreement.

At the recent conference of casualty companies, a resolution was adopted making the entire United States subject to the rules and rates as agreed upon. The Pacific Coast is therefore brought into the agreement. The rules and rates as set forth in the new manuals must be rigidly adhered to. The penalty of violation, under the conference agreement, is cancellation of the policy, the offending company to remain off the risk for one year. If the company itself is guilty, through its officers, it must pay the fine imposed by the arbitrator.

The new rates will take effect on and after October 15, and under no conditions

can any company accept a policy for a less rate than that authorized by the manual. All policies must be written strictly in accordance with the rules set forth. Uniform policies have been agreed upon, and will be hereafter issued, beginning November 1.

Fires in Russia.

Mr. G. L. Calderon thus describes in a London paper the process of extinguishing fires in Russia:

Fires are very common in Russia, chiefly on account of the extensive use of wood as building material. "Letting the red cock loose" is one of the commonest methods of revenge in the country districts, and it is sometimes a means of profit. I heard of a letter received the other day by a landowner from his bailiff. After complaining of the ruinously low price to be obtained for corn, the bailiff adds: "The only way out which I can see is to store it, insure it, and pray to Heaven for a nice little fire to take it off our hands." The landowner, however, refused to let his bailiff play Elijah in this fashion. St. Petersburg is scattered with tall watch towers whence they keep a vigilant lookout for fires. When one occurs they hoist signals of two or three balls on a mast, from which the initiated may gather in which ward of the city the conflagration is situated.

I was fortunate enough to be present at a fire soon after arriving. It is an awe-inspiring sight to see a brigade come down the street in column, with all their bells ringing. The charge is headed by a man on horseback, whose duty it is to do the shouting. After him come a couple of pumps and a fire-escape, each drawn by four horses harnessed abreast, the off and near ones with their heads turned so far outwards as almost to meet their tails, like whiting. Behind the escape comes a file of big water barrels.

The fire at which I assisted was smouldering in the attics, doing very little damage. The firemen climbed up and straightway set to work to rip off all the roof with a kind of spuds, no doubt so as to

have a jolly old blaze, something worth putting out, by the time the hoses were ready. In this they were most successful. The boys of the street turned to and worked the hand-pumps at the water barrels. As each barrel was exhausted it was sent off to the canal for a new supply. The police trotted up and down and swore at the crowd, and in course of time the fire went out.

The Conflagration Hazard.

Since the burning of Chicago in 1871 and the great fire in Boston in the following year, there have been such improvements in fire departments and in buildings and building laws, that a similar conflagration has come to be regarded as no longer possible. We believe this feeling of security is an unsound one, for though our cities are far more substantially built now, and the fire-fighting facilities are better than twenty-five years ago, the conflagration hazard has increased in other respects. Values have been concentrated in smaller areas, and the general use of electricity has introduced a new and peculiarly dangerous hazard. The average height of mercantile buildings has increased and new materials and standards have been adopted. The skyscrapers are still a conjectural part of the city hazard, and the ability of the inner iron framework to resist heat and flames and water is still unsettled.

The conflagration hazard still exists in large cities as well as in small cities, with additional uncertainty and increased possibilities of loss. The companies learned valuable lessons at Chicago and Boston, it is true, but similar fires would nevertheless bankrupt many carefully managed companies to-day. Risks are more widely scattered, probably, but, as official figures show, the totals of risks assumed in many large cities, in the congested districts, are as enormous in 1896 as in 1871 and 1872.

The conflagration hazard should always be an element of the premium, because it is impossible to include conflagration losses in subsequent premiums. No one will

contend that the 80 or 90 millions of insurance losses at Chicago were ever included in subsequent ratings of similar cities.

When companies, individually or organized, attempt to reimburse themselves for extraordinary losses by charging extraordinary premiums, they will be met by the competition of companies which have incurred no conflagration loss in the city or district, and which therefor can afford to write at ordinary rates. Figured on the basis of years between great fires, the charge therefor will be only a small fraction of the premium. Assessed after the great losses, as in Washington in 1889, the increased premium becomes burdensome for the policyholder and a temptation for the payment of high commissions which lead to rebating. Adventurers are also encouraged to organize wildcat companies.

The proposition to raise rates because of a single or a singular loss experience impresses us as unscientific or worse. It seems equivalent to a confession of incompetence. Conflagrations should always be expected. They are bound to occur, and, like the normal hazard, should be calculated in fixing rates.

There is a fiction in fire underwriting, to the effect that the abnormal hazard of a conflagration is charged for, and is a part of the premium. The net surplus is supposed to be largely indebted to this alleged charge in the premium. But when a great fire occurs it is always discovered that rates were inadequate. Some companies then retire from the city or perhaps from the entire state, and the remaining companies promptly advance rates in the vain expectation of recouping themselves for the unusual losses which should have been anticipated and charged for in the past. New policyholders are required to partly pay debts justly due from old policyholders, as in assessment life insurance. Unhappy complications arise with non-board and disloyal companies in consequence of the advanced rates, and an impetus is given to the organization of new locals, mutuals, and irre-

sponsibles. Tariffs dissolve too often, as the result of such conditions.

Finally, when conflagration rates and periods of prosperity have restored surplus funds to their former proportions, another conflagration is about due, or worse, the compact goes to pieces and rates are forced far lower than the old rates which bitter experience has proved to be too low.

Both underwriters and policyholders need the protection of boards or compacts, lest a conflagration bankrupt both the companies and the insured. In the absence of a compact on the Pacific Coast, the companies are not only losing money, but they are paving the way for permanent low rates which imply permanent losses in the event of a conflagration.

Montana Board.

The Montana Board of Fire Underwriters held its annual meeting at Great Falls last month. Helena was chosen for the next annual meeting. Officers for the ensuing year were elected as follows: R. A. Luke, of Helena, president; Chas. E. Beckwith, Missoula, vice-president; A. L. Morgan, Butte, secretary; C. R. Gilbert, Butte, treasurer and manager; Phil. Gibson, of Great Falls, E. M. Gardiner, of Bozeman, F. C. Stoddart, of Missoula, Peter Winne, of Helena, J. T. O'Brien, of Anaconda, executive committee. The meeting closed with a banquet. The board is in good condition, and has been able to maintain rates. Its third year begins auspiciously.

Schedule Rating.

[From the *Insurance Post*, London.]

Schedule rating in fire insurance, looked at with an entire absence of bias, can only be regarded as an unconscious and somewhat pathetic admission on the part of the offices of their inability to cope otherwise successfully with the evils of competition. The intelligent underwriters of this or any other country, where fire insurance is in operation, may find it expedient to abide by the laws of the tariff association of which the companies

they represent may be members, but this fact in no wise indicates that they are, in each and every case, satisfied that, left to their own resources, they could not, in a large percentage of cases, treat their clients more equitably. A monopoly, however, in any trade or profession is undesirable, and it is indisputable that unrestrained competition is even more so: hence arises the necessity for the regulating influence of a tariff, which, as a rule, can do little better than supply insurance as certain public bodies uniform their employees—on the "hit or miss" principle. And yet the tariffs, in this country, at all events, are, taken all round, elaborate and comprehensive to a degree—no one who has had to deal with them can gainsay that fact; indeed, it may be doubted if they could be improved. If they fit one man too loosely while they pinch another, it is the fault of the system, not of its application.

In this connection, we have recently been permitted to peruse a truly marvellous production, emanating from Mr. Herbert Wilmerding, of Rochester, U. S. A., in the shape of a proof copy of his "Schedule for Rating Manufacturing Risks." We do not know if Mr. Wilmerding's scheme is entirely new, but the system of rating which he thus submits "for the consideration of underwriters and rating experts" has, in our opinion, never been equaled in comprehensiveness on this side of the Atlantic. In the preface to his book the author states briefly that the intention of the scheme is to rate any manufacturing building, wherever located and however occupied, by first rating the building according to its construction, and then measuring whatever hazards may be brought into it by its occupancy. A basis rate, arrived at by the locality of the risk, is taken, charges for deficiency in construction, hazardous occupancy, etc., are added, and, from the figure thus obtained, allowances are duly made for such protective appliances as may be present. Exposure hazards are taken into account, and last, but not least, "charges are

made for any easily corrected faults of management, which, it is to be supposed, will be corrected without delay, and thus disappear."

"Money at Home" Argument.

Premiums return in various channels, in losses, commissions and other expenses. The money sent away returns in loans if in no other form. The cry, "Keep your money at home," as applied to the insurance premium, is meaningless, excepting as to profits. All the remainder is "kept at home." Even in life insurance this is true, at least in the West, where investments exceed premiums. Money is invested where interest and security are best, and that is where the premium payer wants it to go. No state or community lacks money, that can give satisfactory security; and without that security, all the local insurance companies in the world would not add a dollar to the money invested.

There is too much humbug in this cry of "Keep your money at home," as regards insurance at least. Local companies are praiseworthy because they employ an additional number of people. Doing business in a more than local area, they make outside territory in some degree tributary to local interests. The vicinage of the home office enables the policyholder to deal directly with the principals, on due occasion. The profits of the local stockholders are spent at home. But if the local company does a successful business, it does so because it is not merely a local company. It must sink its roots abroad. It must nourish itself in large areas where its agents dare not urge property-owners to keep their money at home.

There are strong, legitimate arguments for patronizing well managed local insurance companies—if they do business in other states as well—but the "Keep your money at home" argument is neither strong nor legitimate.

CAUSE OF GREAT FIRE OF LONDON.
At the place where the great fire of London ended, says an English exchange,

there is a wooden statuette of a naked boy. It originally had bright yellow wings, and an inscription to the effect that it was put up in memory of "The Late Fire of London, occasioned by the Sin of Gluttony, 1666." Its propriety, we are told, was on one occasion thus supported by a preacher on the anniversary of the fire. He asserted that the calamity could not be occasioned by the sin of blasphemy, for in that case it would have begun at Billingsgate; nor lewdness, for then Drury Lane would have been first on fire; nor lying, for then the flames had reached from Westminster Hall. "No, my beloved: it was occasioned by the sin of gluttony, for it began at Pudding Lane, and ended at Pie Corner."

The British & American Exchange Association of London, which threatens to open a shop in Chicago, has only fourteen shares issued, according to the *Review* of London. It has a nominal capital of £100,000. The chief asset seems to be 32,000 acres of land in old Kentucky. Whoever collects a claim of this wildcat must be able to make the fur fly.

We were compelled to issue a second edition of the COAST REVIEW CHART.

Exchange Ideas.

The *Indicator* prints an obituary under the head of "Fire Notes." The deceased was not insured, of course.

The *Australasian Insurance and Banking Record* has made an improvement by omitting its San Francisco letter. To the Eastern papers we say, Go thou and do likewise.

Our informant now says he erred in saying that it was the *Insurance Post* of Chicago that was getting out "a work of art" at \$75 per "leading underwriter's" portrait. But the solicitors claimed to represent some Eastern insurance journal anyway. Will the offender please confess? Or was it a fake scheme?

Does the *Medical Examiner* own the *Spectator*, or vice versa? They are typographic twins.

We can go abroad for Coast "news" and never be disappointed with the stuff we find in *Insurance Press* of New York.

September Fires.

Washington.

6 . Cheney, fr lodging house:	
Etna	\$692
1 . Clarke co., dwg and contents:	
Insurance Company North America	\$600
14 . Brighton Beach, dwg:	
Insurance Company North America	\$1,015
27 . Hoquiam, fr store bldgs:	
Liverpool & London & Globe	\$1,500
30 . Cleveland, mdse in fr bldg:	
Home, N. Y.	\$500
30 . Moxie, hops in fr warehouse:	
Home, N. Y.	\$1,000
9 . Walla Walla co, fr dwg and barn:	
German-American	\$2,500
1 . Seattle, fr dwg and contents:	
London & Lancashire	\$550
Western Assurance	500
1 . Rosalia, bldg and stock:	
Home Mutual	\$600
10 . Shelton, fr bldg and contents:	
Liverpool & London & Globe	\$500
9 . Spokane, br bldg and mdse:	
Etna	\$626
Liverpool & London & Globe	625
National, Hartford	500
Springfield	439
Aachen & Munich	675
Commercial Union	626
Hartford	626
27 . Spokane, mdse in br store:	
Royal Exchange	\$1,000
Insurance Company North America	350
Commercial Union	750
1 . Tacoma, fr dwg:	
London & Lancashire	\$800
18 . Tacoma, hides, etc., and fr tannery:	
British America	\$700
Western	617
21 . North Yakima, hop kiln:	
Palatine	\$500
Losses under \$500	\$9,418
Total Washington	\$29,409

*

Montana.

31 . (Aug.) Sand Conlee, dwg and furni:	
Palatine	\$650

5 . Custer co., stable, etc.:	
Palatine	\$800
1 . Lewiston, dwg and contents:	
Hartford	\$500
2 . Billings, fr dwg:	
Aachen & Munich	\$677
27 . Anaconda, bhld furni:	
Royal Exchange	\$600
14 . Anaconda, fr bldg:	
St. Paul	\$750
American Central	750
14 . Livingston, creamery:	
Phoenix, London	\$1,600
Losses under \$500	\$1,666
Total Montana	\$7,993

Idaho.

28 . Burke, boarding house and furni:	
Queen	\$1,333
Royal	2,666
Lion	500
Sun, London	500
Imperial	500
8 . Latah co., fr dwg and contents:	
Manchester	\$722
Losses under \$500	\$900
Total Idaho	\$7,121

*

New Mexico.

29 . Silver City, dwg:	
Queen	\$450
25 . Eddy, dwg and furni:	
Palatine	\$1,475
Losses under \$500	\$9
Total New Mexico	\$1,934

*

Utah.

1 . Tootle co., stable:	
Hartford	\$700
22 . Salt Lake, furni and fr dwg:	
Connecticut	\$1,000
American Central	1,500
1 . Salt Lake, fr barn and contents:	
Home, N. Y.	\$666
11 . Sandie, saloon:	
Royal	\$844
Losses under \$500	\$2,331
Total Utah	\$7,041

Colorado.

30. Montrose, br flour mill:	
Manchester	\$225
27. (Aug.) Aspen, stock and fixtures:	
Home Mutual	\$100
Losses under \$500	\$500
Total Colorado	\$125

Nevada.

17. Reno, fr dwg and contents:	
Connecticut	\$1338
22. Hamilton, gen'l mdse in br bldg:	
Alliance	\$1000
24. Hamilton, gen'l mdse in fr bldg:	
Scottish Union	\$750
Orient	750
Losses under \$500	\$120
Total Nevada	\$7064

Arizona.

2. Florence, adobe bldg:	
Etna	\$2000
. . . Phoenix, br dwg:	
Caledonian	\$3000
Losses under \$500	\$575
Total Arizona	\$5575

Oregon.

14. Eugene City, fr dwg and contents:	
Connecticut	\$1000
. . . Dufur, gen'l mdse:	
Scottish Union	\$500
Orient	1000
21. Douglas co., fr dwg:	
Commercial Union	\$500
10. Dallas, fr bldg:	
Lancashire	\$802
24. Marion co., fr dwg:	
American, Pa.	\$600
30. Klamath co., fr dwg:	
American, Pa.	\$500
27. Cleveland, general mdse:	
Phoenix, London	\$900
30. (Aug.) Lake View, fr dwg:	
Fireman's Fund	\$2,932
14. Lane co., fr dwg:	
Liverpool & London & Globe	\$1000

28. Eugene, fr elevator and machinery, and	
Phoenix, Hartford	\$500
Western	500
2. Albany, fr dwg and contents:	
Fireman's Fund	\$500
Western	500
Mammoth, general mdse:	
Insurance Company North America	\$500
Fireman's Fund	500
Home, N. Y.	600
20. (Aug.) Sherman co., fr dwg and contents:	
Fireman's Fund	\$575
19. Lynn co., dwg:	
Insurance Company North America	\$1,000
28. Jackson co., dwg and contents:	
Insurance Company North America	\$1,000
14. Pilot Rock, fr dwg and contents:	
Phoenix, Hartford	\$500
18. Roseburg, contents fr dwg:	
Phoenix, Hartford	\$750
30. Roseburg, soda fountains, etc.:	
Home, N. Y.	\$500
13. Salem, hop kiln:	
London & Lancashire	\$873
21. Woodburn, bakery and dwg:	
Norwich Union	\$600
Etna	600
27. Salem, fr dwg:	
Northern	\$600
25. The Dalles, fr dwg, etc.:	
Sun, London	\$900
18. Portland, willow ware, brooms, etc.:	
Sun, London	\$812
Imperial	812
Caledonian	820
Lion	812
17. Portland, mdse:	
German-American	\$1800
10. Portland, stock in br bldg:	
Northern	\$1,875
. . . Portland, br bldg:	
Hartford	\$700
2. Portland, fr dwg and contents:	
Sun, London	\$997
. . . Portland, fr dwg and barn:	
Western	\$500
. . . Portland, fr dwg:	
London and Lancashire	\$600

Losses under \$500	\$8,363
Total Oregon	\$47,441

*

British Columbia.

Losses under \$500	\$230
Total outside territory	\$117,809

California.

11. Chico, lumber shed and contents:	
North British	\$750
31. (July) Contra Costa co., fr bldg:	
New Zealand	\$500
10. Colfax, fr dwg:	
Fireman's Fund	\$986
Northern	900
21. Elivanda, fr dwg and contents:	
Ætna	\$507
24. Eureka, fr dwg and contents:	
Western	\$852
17. Felton, fr store and gen'l mdse:	
Sun, London	\$ 646
Svea	2,000
Fireman's Fund	1,191
Springfield	600
Westchester	1,000
8. (Aug.) Fresno co., fr dwg and contents:	
New Zealand	\$734
12. Fresno, fr church and contents:	
St. Paul	\$ 865
Pennsylvania	800
Lancashire	1,731
16. Los Angeles, phonograph stock:	
Springfield	\$500
7. Los Angeles, dwg:	
Helvetia	\$566
8. Los Angeles, bakery:	
Prussian National	\$821
12. (July) Los Olivas, bldg, locomotive, etc.:	
Palatine	\$600
8. Los Angeles, stock furni:	
Phoenix, London	\$1,429
18. Lemoore, fr dwg and contents:	
Liverpool & London & Globe	\$550
15. Los Angeles, mdse:	
Insurance Company North America	\$740
10. Los Angeles, baled hay:	
Caledonian	\$500
22. East Oakland, patent boxes:	
Home, N. Y.	\$500

24. Gilroy, fr dwg:	
Union, London	\$2,250
5. Garvanza, dwg:	
North German	\$1,400
17. Glenn co., fr dwg and contents:	
Fireman's Fund	\$1,691
27. Los Banos, fr livery stable:	
Fireman's Fund	\$1,000
4. Irvington, fr hotel and contents:	
Phoenix, Hartford	\$900
Norwich Union	826
15. Oakland, fr dwg and contents:	
Phoenix, Hartford	\$1,093
11. Oroville, dwg:	
National, Hartford	\$1,486
17. Nevada City, fr dwg and contents:	
Fireman's Fund	\$2,209
1. Orange co., fr dwg:	
Northern	\$700
Merced co., dwg and contents:	
Hartford	\$700
1. Marin co., fr barn and hay:	
London & Lancashire	\$1,300
Marin co., fr dwg:	
London & Lancashire	\$600
15. Marysville, fr livery stable and other bldgs and contents:	
Atlas	\$1,200
Royal Exchange	5,000
Helvetia	400
National, Hartford	2,000
Springfield	1,075
3. Pomona, fr dwg:	
Aachen & Munich	\$936
4. Red Bluff, bldgs, etc.:	
Palatine	\$1,868
London & Lancashire	650
9. Porterville, dwg:	
National, Hartford	\$950
14. Redding, fr dwg:	
Phoenix, Hartford	\$600
2. Roberts Island, grain in field:	
Ætna	\$840
Hartford	840
Sacramento, dwg and contents:	
Hartford	\$1,539
Santa Clara, stock:	
N. Y. Underwriters	\$850

3. Sacramento, fr dwg:	
Etna	\$364
13. Stanislaus co., fr barn and contents:	
Lancashire	\$570
12. Sanger, fr dwg:	
Union, London	\$620
Queen	534
22. San Rafael, fr dwg and contents:	
Home, N. Y.	\$550
Stanislaus co., farm bldg and contents:	
Manchester	\$1,800
16. Stanislaus co., dwg and contents:	
Home Mutual	\$1,234
23. Santa Clara co., dwg and furni:	
Palatine	\$2,000
13. Sacramento, fr dwg:	
Aachen & Munich	\$584
8. San Luis Obispo, fr barn:	
Northwestern	\$657
26. San Luis Obispo co., dwg and contents:	
Transatlantic	\$600
22. San Rafael, fr bldg and soda water factory:	
Magdeburg	\$805
Pennsylvania	650
14. Sacramento, br furni factory:	
Royal Exchange	\$1,000
Fireman's Fund	1,500
10. San Bernardino co., fr dwg:	
Etna	\$792
8. Placer co., fr barn:	
New Zealand	\$600
20. San Bernardino, fr dwg and contents:	
Home, N. Y.	\$1,000
19. Suisun, general fire:	
American Central	\$1,192
St. Paul	638
Home Mutual	2,010
Manchester	3,600
Caledonian	2,916
Fireman's Fund	555
Total	\$10,311
9. San Jose, hay barn and contents:	
Sun, London	\$ 500
American, Pa.	1,000
Western	1,000
Fire Association	1,000
National	500
Springfield	500
Fireman's Fund	556

13. Sebastopol, dwg and contents:	
Prussian National	\$750
Phoenix, Brooklyn	600
8. San Bernardino, dwg:	
National	\$200
9. San Bernardino, dwg:	
National	\$1,578
27. San Joaquin co., farm bldgs:	
National	\$500
10. San Jose, dwg and barn:	
Alliance	\$500
Ventura, co., fr dwg:	
Manchester	\$2,000
Tulare co., harvester:	
Manchester	\$600
Caledonian	1,000
4. Tulare, harvester in barn:	
Etna	\$800
12. Tulare co., fr schoolhouse:	
Home, N. Y.	\$500
12. Vallejo, dwg contents:	
German-American	\$500
12. Vallejo, fr dwg and barn:	
Phoenix, Hartford	\$790
27. Tomales, fr blacksmith shop:	
German-American	\$1,000
30. (Aug.) Yolo co., hops:	
Orient	\$030
3. Yolo co., fr barn and contents:	
Liverpool & London & Globe	\$1,000
12. Tehama co., fr dwg and contents:	
Phoenix, Hartford	\$700
Losses under \$500	\$38,497
Total California, S. F. Ex.	\$138,662

San Francisco.

1. Frame mercantile building:	
German-American	\$500
1. Frame dwelling and contents:	
Lancashire	\$800
4. Millinery:	
Insurance Company North America	\$25
16. Box factory plant:	
Royal	\$2,000
Lion	1,500
North British	1,250
Greenwich	750
Fireman's Fund	1,000

Milwaukee Mechanics	850	American. Pa.	4,595
Phoenix, London	2,000	American Central	3,736
Providence-Washington	1,000	Atlas	1,982
Insurance Company North America	1,000	Baloise	868
Commercial Union	1,000	British America	2,315
Helvetia	1,700	Caledonian	9,803
Baloise	800	Commercial Union	1,490
Hartford	700	Connecticut	3,970
Queen	2,000	Fireman's Fund	22,892
Svea	1,500	Fire Association	1,571
American. Pa.	2,000	Franklin	500
Home Mutual	900	German-American	11,867
Pennsylvania	2,000	Greenwich	750
Phoenix, Brooklyn	3,500	Hamburg-Bremen	1,597
German-American	3,500	Hanover	306
Scottish Union	1,000	Hartford	12,215
Total	\$31,950	Helvetia	2,671
17. Brick building:		Home. N. Y.	9,197
New Zealand	\$1,605	Home Mutual	6,377
15. Frame barn, hay and feed:		Imperial	2,061
Phoenix, Hartford	\$1,327	Insurance Company of North America	13,108
16. Frame coal bunkers:		Lancashire	5,739
Western	\$650	Lion	4,142
16. Frame barn and contents:		Liverpool & London & Globe	7,474
Northern	\$1,200	London & Lancashire	9,671
17. Saloon:		London	975
Royal	\$700	Magdeburg	2,655
17. Dwelling:		Manchester	11,797
Royal	\$600	Milwaukee Mechanics	1,292
18. Stock of wines and liquors:		National, Hartford	8,887
Hamburg-Bremen	\$684	New Zealand	4,925
21. Mill machinery, etc.:		New York Underwriters	1,177
Palatine	\$700	Northern	5,322
27. Frame building:		North German	2,633
Magdeburg	\$1,555	North British & Mercantile	1,950
30. Household furniture:		Norwich Union	2,013
American, Pa.	\$250	Northwestern National	807
Losses under \$500	\$0,602	Orient	3,684
Total San Francisco	\$52,618	Palatine	9,344
Total California	\$191,310	Pennsylvania	3,733
Total Pacific Coast	\$312,267	Phoenix, Brooklyn	4,907
Total to date	\$3,106,778	Phoenix, London	6,749
Total to date last year	\$3,553,336	Phoenix, Hartford	12,328
		Providence-Washington	1,406
		Prussian National	2,456
		Queen	5,341
		Royal Exchange	9,600
		Royal	8,043
		Scottish Union & National	3,103
		Springfield	4,709
Losses by Companies.			
Aachen & Munich	\$	3,611	
Atna		9,543	
Alliance		5,685	
American, N. J.		979	

St. Paul	2,381
Sun, London	544
Sea	100
Transatlantic	885
Union, London	6,129
Williamsburg City	50
Westchester	186
Western	80,26
Total	\$512,267

Fire Underwriters' Association of the Northwest.

The regular annual meeting was held in Chicago last month. The association has a membership of 526. Officers for the ensuing year were elected as follows: Geo. H. Moore, president; S. E. Cate, vice-president; E. V. Munn, secretary; R. Kelsey, treasurer.

We make some quotations from the several excellent papers read at the meeting:

THE TIMES.

President Lovejoy:—Fire insurance companies, through their intimate relations with all classes of men and all kinds of business, have felt the effect of the hard times now prevailing. On the one hand has been a depreciation in securities; on the other the universal scaling down in values has caused a large decrease in premium receipts. These are times that try men's souls, and in such times and under such conditions, what we term the "moral hazard" must enter largely into our calculations. To the man rendered desperate by the struggle with adversity, who sees his fortune, be it small or large, slipping from his grasp, the fire insurance policy offers a tempting method of liquidation.

Under the prevailing conditions can we expect other than largely increased losses? Yet it is estimated that for the first eight months of 1896 losses are over \$3,000,000 less than for the corresponding period of 1895, and over \$5,000,000 less than for the same period in 1894. The fact that losses have decreased, rather than increased, should tend to give us more confidence in the integrity of the

people. The belief that the majority of men are dishonest is one thoroughly repugnant to the American methods of business and system of government. When we believe that a majority of our policyholders are seeking to defraud us, then we had better close our books and abandon our occupation. We are too prone to coincide with the pessimist and imagine that our particular business is drifting to destruction.

FIRE EXTINGUISHING.

Albert Bloufelt:—Extinguishment of a fire by water requires that water shall be applied with sufficient rapidity to take up the heat as rapidly as it is generated by the fuel. If the heating effect is greater than the cooling effect the water passes into steam or is decomposed. One pound of fuel, depending on its nature, will evaporate four to twenty-eight pounds of water; the floors and contents of ordinary buildings cannot be taken as requiring actual application of less than six pounds of water per pound of ignited fuel.

Take a brick six-story joisted construction building, 60 x 150 feet, mixed tenantry. Here the floors and contents would reasonably weigh enough to freight a lake steamer, say 2,000 tons, and burn within three hours or, when well on fire, at the rate of twelve tons per minute. This calls for at least seventy tons of water per minute to quench the fire, or the capacity of twenty steamers, allowing no waste. Good judges believe, and I think with good reason, that not one-fourth to one-tenth of the water thrown by hose is effective. At this rate eighty steamers and upwards would be required to arrest a general fire in a fairly large building.

All there is about such fires, and many fires in smaller buildings, is that the fires are not put out. The seat of the fire burns out and the village or city department, by holding walls and wetting exposures, limits its spread. These fire department failures to control the original fire, being no novelty in unimproved risks, do not receive the advertisement

and witticisms accorded to failures of improved risks.

ALL INSURANCE IS MATURE.

A. F. Dean:—The popular mind is imbued with the idea that the stock fire insurance company is in some unexplainable and miraculous way free from the natural and ordinary laws of the universe, and that it may be saddled indefinitely with the incubus of expense without in any way effecting the community. The common mind is ignorant of the fact that fire insurance has wrecked more capital than any other industry, that no new legitimate companies have gained a foothold in this country for years; that new capital which flows like water into every other channel of enterprise, flows into fire insurance like molasses in January, for distrust congeals capital, as cold thickens molasses, and causes it to exhibit the same reluctance to leave its "barrel."

The ordinary mind knows not that there are forty commonwealths in this great nation of ours, each with a separate system of burdensome laws which fence out small companies and new companies that attempt to do a legitimate business, as effectually as a Chinese wall. The common mind cannot grasp the fact that if new capital were not barred out by exacting laws and crushing expenses it would drift fire insuranceward, establishing, under the universal law of competition, the lowest rates consistent with a living profit, and that in this broad, humane sense, all insurance is mutual insurance, in which the policyholder has a perfect community of interest with the stockholder.

THE HEBREW RISK.

Max Dembafsky:—The records of history tell us that from the day when the remorseless Rameses cruelly exiled the Mosaic hordes from the fertile valley of the Nile into the land of Canaan, the Jew has been subjected to more physical and political oppression than has ever been the fate of any other members of the Adamic race.

In America the Jew stands to-day a unique personality, whose colossal achievements in commerce, and whose advancement in literature, art and the sciences evoke the sincere admiration of all who love to see humanity progress. In every movement calculated to improve the moral and material condition of this Republic, he stands shoulder to shoulder with his Christian brother. Even in relation to excessive smoke and water damage he will not allow his Gentile compatriot to forge ahead of him.

You may not be aware of it, but it is true, that the largest lines of fire insurance on Jewish property are controlled by Christian agents and Christian brokers. For the benefit of those who delight in the acquisition of statistical information, I take pleasure in stating that every department store on State street controlled by Jewish capital is equipped with an approved automatic sprinkler plant, in addition to other modern devices intended to minimize the fire waste. No one department store in Chicago, owned and controlled by non-Jewish capital, is thus equipped. The Jews can offer no stronger evidence to prove that he takes as good care of his property as his Christian neighbor.

It has been said that the Jew loves fire. Is this so? In the city of Chicago there are about one hundred and sixty wholesale liquor houses, ninety per cent. of which are owned by Jews. In the past five years the loss ratio on this class of business has not exceeded two per cent. I have selected this branch of commerce because in no other commercial pursuit is the Jewish percentage so overwhelming. The Indemnity Exchange of Kansas City annually insures millions of dollars of Jewish property scattered among the largest cities of this country. In all the years since its organization it has never sustained a Jewish loss.

TAXING GROSS RECEIPTS.

C. C. Hine:—I have thought about this matter a good deal, but I am unable to perceive any essential difference between

insurance and other industries in this respect. An insurance company sells its goods (its obligations, its policies) for so much. That is its gross income. It buys its goods when it buys back its policies and pays for them the amount of the losses incurred under them, and it pays the natural, necessary expenses of its business, and at the end of the year it makes up a balance sheet. It took in, say, \$1,000,000 gross, it paid out in losses and expenses, \$900,000, and it has ten per cent. left. This is the whole of the result of the year's business remaining in its hands. All the rest was a mere matter of exchange—money collected from one set of men and paid out to another set of men. The only benefit the company can be said to derive from the gross is for the people it employed and paid for carrying on its business, just as a mill or a mine employs and pays one hundred or five hundred men. The stockholders had no more interest in the ninety per cent. paid out than the merchant has in the money he collects and pays out for merchandise and expenses.

Wherein, now, is the difference between the operations of an insurance company and the operations of a manufactory, or mine, or farm, or store? The farmer harvests his crop and sells it, say, for \$10,000; this is his total gross income. Out of it he pays for his year's supplies, wages, repairs, taxes, seed, and so forth, and when he is through, he has \$1,000, more or less, remaining. Why not tax him on the whole \$10,000; why not tax the mine on its gross output, or the mill, or manufactory, or store on its gross sales; why this favoritism?

APPRAISEMENT CONTRACT.

A. H. McVey:—When a fire occurs, which injures property covered by a policy of insurance, an adjuster goes to the scene of the fire, and is usually met by the assured, with the claim that the loss incurred is far in excess of what is justly due. If the adjuster dissents, he is reminded of the fact that the assured is willing to leave the matter to the judg-

ment of a jury, and if it were not for the appraisement clause of the contract, the company would in fact be compelled to pay the amount demanded by the assured, or even a larger sum to be awarded by an ignorant and prejudiced jury.

But the appraisement provision of the policy gives both the claimant and his eager attorney pause, and the result is usually a speedy agreement as to the amount of the loss.

The importance of this agreement is not only in cases where an appraisement is actually resorted to, but more especially is its use exemplified as an ultimate possible resort, thus admonishing the assured to agree with the company's representative, or submit the question of the amount of the loss to appraisers.

Hence it is that the appraisement clause is the most important provision contained in the insurance contract, and it must therefore follow that a correct understanding of the law governing the rights of the parties upon this subject, is second in importance to no other matter embraced in the law of insurance.

Massachusetts Benefit Life Association.

The extra mortuary assessments levied by this Boston association has created a great deal of dissatisfaction among members. Naturally, men do not like to pay an extra assessment, even if it is a part of the contract; but entering into such a contract, they have no good reason to complain of the management which is carrying it out, under necessity. Old Mortality will not be trifled with. Petitions and complaints and promises and "insurance at half price" offers do not affect Mortality. Its grim law compels.

Meetings of certificate-holders were held several months ago, and a law was passed in the legislature, providing for an examination of the affairs of the association. Three months have passed, but the required application by one-tenth of the members has not yet been filed with the proper authorities. The attempt to secure the names may yet be a success, however, 800 members having signed.

Commissioner Merrill, however, has resolved to examine the affairs of the association, particularly to ascertain whether any part of the mortuary funds has been diverted to the expense account. He has selected as a committee for the proposed examination five prominent members, one of whom has been the counsel for the association and has opposed the other proposed examination.

The Massachusetts Benefit is operated by another organization, after the manner of the late U. S. Mutual Accident. The promoters have made "close corporations" of both ventures.

Unfair Taxation.

A tithe of one's earnings used to be required by the Mormon church—perhaps is now. It has been denounced as an outrageous tax on the industrious Mormons. But according to C. C. Hine's paper at the recent Chicago meeting, the fire insurance companies are taxed far more in this country. The per cent. of taxes to net premiums or earnings varies from 4.09 to 34.65. The Mormon church would deal more justly, more liberally.

Mr. Hine (of the *Monitor*) takes the premiums and deducts losses and expenses. The balance is treated as net premiums. The proportion of taxes to this sum gives the average percentage. In a number of the states last year the companies paid more for losses and expenses than they received for premiums, but they had to pay taxes just the same, paying for the "privilege" of paying losses. These unprofitable states were: Georgia, Indian Territory, Kansas, Louisiana, Ohio, Vermont, Washington, Wisconsin and Wyoming.

Percentages of taxes to premiums in states where the figures were obtainable were as follows:

	<i>Per cent. to net Taxes. Premiums.</i>
Alabama	\$ 10,591 4.66
Arizona	1,788 4.00
Colorado	29,711 6.90
Delaware	2,774 6.28
Dist. Columbia	5,017 4.05

Iowa	89,410 13.40
Kentucky	66,278 32.13
Maryland	27,624 6.05
Massachusetts	159,622 9.44
Michigan	130,371 18.85
Minnesota	72,766 15.66
Missouri	98,486 13.94
New Hampshire	9,395 4.71
New York	158,845 13.03
North Carolina	17,244 30.24
North Dakota	10,982 17.93
Oregon	205,301 13.92
Rhode Island	19,363 5.34
South Dakota	9,218 34.65
Tennessee	51,175 13.90
Texas	17,950 4.43
Virginia	14,916 4.09
West Virginia	9,440 33.59

For Taylor and the New Charter.

C. L. Taylor, well and favorably known in fire underwriting circles, is a candidate for the office of mayor of San Francisco. Mr. Taylor was for many years president of the Sun Insurance Company of this city, and for the past four years has been a member of the board of supervisors of the city and county. In the latter capacity he has been conspicuous in opposition to the notorious "solid eight" and their masters. The worst elements in the city will oppose the election of Mr. Taylor, and this conceded fact is his highest endorsement. Mr. Taylor would make a most worthy mayor, and under the proposed new charter would give the city the best, cleanest and most serviceable administration it ever had. The vicious elements, the political bosses and their henchmen, the men who make the office of supervisor merchandise, are opposed to both the new charter and Mr. Taylor. The duty of good citizenship seems plain.

Free coinage, by reducing the purchasing power of current money one-half, will cut wages, debts, pensions and insurance payments one-half also. The nation would become insolvent, settle on the basis of 50 cents on the dollar, and forfeit its credit forever.

Pacific Coast Fire Insurance Losses in 1896, by States.

MONTHS.	SAN FRANCISCO.			CALIFORNIA, EXCEPT SAN FRANCISCO.			CALIFORNIA, TOTAL.			OREGON.			WASHINGTON.			IDAHO.			MONTANA.			NEVADA.			UTAH.			ARIZONA.			COLORADO.			TOTAL 1896.			TOTAL 1895.		
	SAN FRANCISCO.	CALIFORNIA, EXCEPT SAN FRANCISCO.	CALIFORNIA, TOTAL.	OREGON.	WASHINGTON.	IDAHO.	MONTANA.	NEVADA.	UTAH.	ARIZONA.	COLORADO.	TOTAL 1896.	TOTAL 1895.																										
January.	14,562	85,087	99,649	11,116	28,908	10,881	36,248	3,588	4,762	1,888	16,446	219,220	255,720																										
February.	53,999	99,337	153,316	12,814	48,662	1,414	6,253	368	11,814	3,080	15,229	259,493	295,676																										
March.	49,613	115,035	164,648	11,246	31,664	92,370	9,252	11	4,335	1,000	9,541	339,554	297,927																										
April.	15,250	143,394	158,644	14,819	39,554	.	6,651	452	7,100	5,622	124,010	353,936	479,235																										
May.	143,009	100,971	252,980	8,638	15,724	3,790	5,101	643	2,175	3,887	9,286	399,021	219,059																										
June.	12,960	103,449	206,409	102,281	39,751	4,249	8,179	.	6,171	1,215	8,931	379,851	616,802																										
First Six months '96.	280,393	746,273	1,035,646	816,014	286,263	812,704	71,675	5,062	36,366	16,002	51,346	1,800,628	2,154,422																										
" " '95.	502,688	812,334	1,315,022	211,288	293,660	22,280	71,025	20,097	79,339	5,531	60,391	577,106	521,159																										
July.	86,377	238,854	325,231	53,022	54,401	4,136	7,080	719	15,608	40,125	36,035	577,106	521,159																										
August.	20,095	219,038	239,134	46,381	33,432	4,189	15,138	133	7,325	1,000	6,400	356,357	511,849																										
September.	52,648	138,662	191,310	47,441	20,409	7,121	7,993	7,064	7,041	5,575	4,004	312,297	380,026																										
October.													330,275																										
November.													298,662																										
December.													448,260																										
Last Six months '96.																																							
" " '95.																																							
Total, 1896.																																							
Total, 1895.																																							

§ Through San Francisco agencies. * Totals include small losses in outside territory, as New Mexico, British Columbia, etc.

Guayaquil Conflagration.

Telegraphic reports of the burning of Guayaquil, Ecuador, are meagre. The reported loss, \$50,000,000, is doubtless an exaggeration, even if 50-cent silver dollars are meant. The city has only 50,000 inhabitants, but doubtless great values were concentrated in the mercantile district.

At last accounts the insurance losses were estimated at \$20,000,000. On a silver basis this estimate might not be greatly exaggerated. It is possible \$10,000,000, gold standard, was lost by the insurance companies.

It is not believed that any American company is interested in the loss. The Guayaquil risks were carried entirely, or nearly so, by German and English companies. Some of them report losses aggregating a half million, largely reinsured, we imagine.

Manager Driffeld of the Transatlantic has gone to Ecuador, via New York, to adjust losses for his own and other companies.

Immediate Effect on Policyholders.

In the first year of the threatened silver standard—it would begin on March 4th or sooner—the various insurance corporations of the United States would be required to pay policyholders about \$300,000,000 under contracts made on a gold or limited coinage basis. This vast debt would be paid in dollars worth only \$150,000,000 in gold.

The great life insurance debt can not be canceled in a year nor in anything less than the lifetime of the survivor of all existing policyholders. The life insurance policy is a life contract.

In the first twelve months of the new administration at Washington there will be paid by the life insurance corporations of all kinds in this country about \$120,000,000 in death claims alone, payable to women and children and aged men. We do not believe the voters will decide that these beneficiaries shall be paid in a debased currency worth only \$60,000,000, nor that these sacred life insurance obligations, extending over many years, shall

be settled in 50-cent dollars by insurance companies compelled to accept 50-cent dollars for loans.

Reserve Fund is No Protection.

The supreme court of New York has just decided that the reserve fund of an assessment life association can not be applied to the payment of the ordinary mortuary claims. The COAST REVIEW took the same position in the cases of the Mutual Benefit Life Association, Mutual Reserve Fund Life and Bankers and Merchants Mutual.

In this case the Mutual Reserve Life Association of New York had \$120,000 reserve fund. This fund was made up of 20 per cent. of the receipts, payable for extraordinary (table-excess) mortality. The supreme court decides that this fund is payable to the surviving members, though there are \$300,000 unpaid death claims and other unpaid claims. The \$120,000 will be distributed among the 2,000 members, less receiver's expenses.

National Association of Life Underwriters.

The seventh annual meeting was held in Washington, D. C., last week. President Calef called the convention to order and delivered the opening address. He said it has been demonstrated that companies and associations can work in harmony and do much good. Reference was made to the sensitiveness of life insurance to the threatened change of the money standard. Wm. T. Standen, actuary of the United States Life Ins. Co., read an able paper on the effects of possible silver legislation on life insurance contracts. He said the solvency of the companies would not be affected, but that the beneficiaries would be paid in depreciated currency now worth only 50 cents on the dollar. Monetization never raised the price of silver, and re-monetization will not either. The silver question must not be settled by emotions or sympathies. Editor Hayden delivered an address on the dignity of the profession.

It was resolved that the nominating committee should consist of one member

from each delegation to be appointed by the chairman.

The Calif. loving cup was awarded to Chas. B. Soule, manager of the Union Central at Detroit.

J. W. Janney of Chicago read a paper, in which he declared that life agents' associations should be organized in every center where a dozen or more members can be enrolled.

It was resolved to hold the next annual meeting in Milwaukee.

Officers elected for the ensuing year are: D. S. Hendrick of Washington, president; E. W. Christy of Cleveland, secretary. Among the vice-presidents chosen was John Landers of the Manhattan Life, of San Francisco.

The Bankers Mutual of Denver.

As announced in our last book, Priest and Russell of Los Angeles, lately officially connected with the Bankers Alliance, have started a new scheme in Denver, Colo. It is called the Bankers Mutual Life Ins. Co., and is patterned after the Los Angeles concern. A life and accident policy combined will be issued and sold at a figure which insures only one thing, namely, failure. We have not seen the table of rates, but it is perfectly safe, considering the management, to predict final disaster for the new speculation. The people of Colorado will make a great mistake if they patronize this so-called Bankers Mutual. If the class of insurance it offers is really wanted, there are institutions operating on the same plan, which can furnish a more nearly safe contract, and which have the advantage of being already established.

The officers of the new Denver scheme are: Otis B. Spencer, president; J. N. Priest, vice-president; Geo. L. Stapleton, second vice-president; J. N. Russell, Jr., secretary; Chas. H. Harris (of St. Paul), supt. of agencies.

The Insurance Men's Sound Money Club of Chicago turned out in great force in the sound money parade on October 9. We should have a similar club in San

Francisco. It is hardly possible that there is even a solitary insurance clerk that intends to vote against business interests by voting for fiat money.

Big Department Stores in New York.

We are informed that the addition of several new dry goods and department stores in New York is to result in a most furious competition which will seriously affect many stores in similar lines. It will be a fight to the death between the old and the new. One of the largest mercantile firms is loaded with the dynamite of cut prices, and has decided to sink one million dollars anyway, and will sink five million dollars if necessary to win a victory. Goods are to be sold at far less than cost. The effect on smaller stores will be disastrous, and the big department stores will suffer too. It is for fire underwriters to consider the effect of this "war" on the moral hazard of the various stores interested.

Letter from a St. Louis Life Agent.

We do not understand how any life insurance agent can support any plank or any party or any candidate in favor of making 50 cents worth of silver a legal tender for 100 cents worth of debt. There are two such agents, who in some inconceivable way reconcile such support with conscience. One of them writes from Denver, where men are coerced into the support of silver; the other writes from St. Louis, and as he is not so far restored to common sense as to ask us to suppress his frothy letter we print it.

Our St. Louis critic is as good a reasoner as his candidate from the endless and shallow Platte. He says as little in as much space, and we are sure is capable of as strong argument as that of the egg illustration. Said the Nebraska man down in Virginia, to prove that silver will jump from 65 cents to 129 cents an ounce: "If the government should pay 25 cents a dozen for all eggs offered it, would eggs be worth less than 25 cents?" The crowd cheered the great man and were convinced as easily as our St. Louis correspondent

is convinced. Why should it occur to this crowd of men, since it did not occur to the candidate himself, that the government can pay \$25 a dozen for all eggs in the market as easily as 25 cents, *payable in eggs*. And the government can as easily pay ten times \$1.29 an ounce for silver if allowed to pay for it in silver stamped accordingly. Our correspondent is as flippant as his candidate too. The "boy orator" was asked in a small town, "How will you replace the money lost by the retirement of gold?" To this important question the "boy" flippantly replied, sneeringly, "Is there any objection to a mint in this town?" The crowd of groundlings roared its approval of this logic, and we do not doubt that our St. Louis correspondent would have applauded also.

We have read a good deal of free silver literature, and we print this letter as fair sample of its weakness. Mr. McDearmon is just as logical, just as truthful, just as well read, just as able, as any silverite we have read or heard, not even excepting him of the brilliant egg illustration.

Mr. McDearmon's Letter.

Let us sum up our correspondent's arraignment of the COAST REVIEW and of gold bugs and honest money defenders generally.

He says our challenge for proof that monetization will raise the price of silver bullion to the old ratio will no doubt be accepted by some of our readers. We must disappoint him. Nobody has accepted that challenge. Nobody in all the world has attempted to prove it, not even the Nebraska man of versatile talent so recently discovered. It can't be proved. The facts are against it. Governments have before stamped values on debased coins, but the world laughed at the stamp, just as it would laugh at Uncle Sam's stamp if he did not back his assertion with gold.

Second, there is a silly quibble. The companies do not promise to pay in gold, and will not pay in gold anyway, and can not pay in gold. Ergo, they have not

paid in gold, though the equivalent of gold, and will therefore fulfill their moral obligations if they pay in silver. We shall not be so unkind as to tell our correspondent what intelligent men think of a man who seriously makes such an argument.

Third, our St. Louis man complains of the times. They are hard, for many reasons, not the least of which is the injection of the great quantity of silver into our gold basis currency. The moment capital doubted the ability of the government to keep that amount of silver at par with gold, it began to curtail its investments. It took in sail in anticipation of the very financial storm which the silver men have since helped to brew; and unless the election buries the silver humbug beneath an enormous majority, confidence will not be wholly restored. Such men as Mr. McD. are responsible for much of the doubt which makes hard times. The relief we offer is the condemnation of the silver heresy, and its final removal from politics. If this is "Tory" doctrine, then this Son of the Revolution is a Tory.

Fourth, the creditor being obliged to accept the cheaper metal, will use every endeavor to increase its value. This argument applies as well to brass, copper or iron, and leaves the cheaper dollar a dishonest one. The supply will regulate the price, and the "endeavor" of the cheated creditor will not influence that price a fraction of a cent.

Fifth, the government does not promise to and has never redeemed its silver dollars in gold. Since Secretary Carlisle's letter was published, our correspondent is doubtless better informed on this point. The government has redeemed silver in gold in San Francisco, and it has always been the purpose and policy of the government to maintain the parity. Gold has been paid for both greenbacks and silver certificates, and the two kinds of paper have been interchangeable.

Sixth, who shall select the metal in which the debt shall be paid, the creditor or debtor? As the lender, the life insurance policyholder, the savings bank depositor or other, lent money convertible

into gold, whether through check or paper, he should be paid back in money likewise convertible into gold. We do not care, he does not care, what kind of money it is. But we know and our St. Louis friend knows that silver under free coinage will not be gold-redeemable money. Therefore the legal tender free silver dollar would be a dishonest dollar.

Seventh, every citizen should have the right to pay his debts in the money of the constitution. The free silver candidate makes the same argument. Neither the Nebraska man nor our St. Louis critic has read the constitution lately, or he would know that there is no such thing as the "money of the constitution." Congress in 1873 had the same right to stop coinage that it had and exercised in 1834, 1837, 1853 and 1890. It has as much right to cease as to begin coinage.

Silver has never been demonetized in any country.

There can be but one real standard. Gold being the least changeable is the best for everybody, capitalist or laborer. There is plenty of gold as a measure of values. If not, a large part would not be spared for the arts, as now.

Eighth, as to Senator Sherman. Our Populist correspondent is in error, and misquotes him. The senator was not an advocate of the silver-purchase act, excepting as a compromise measure to prevent something worse. The silver men have been demoralizing business for several years, a fact it would be well to bear in mind. Silver is not a necessity at any time as money, and is only useful as subsidiary coinage with limited legal tender power, as in the case of the nickel and the copper cent. Very little silver was ever coined until after 1873. The country got along swimmingly without it, and will again. As long as silver is produced in such enormous and increasing quantities as now, its value will be too fluctuating to make it an acceptable basis for values. In the past generation the annual production of silver has increased six-fold. This is why silver is not fit to be a measure of values. It is fit only for

small transactions, as durable token money.

St. Louis, August 25, 1896

Editor Coast Review:

DEAR SIR: With great surprise your article in your August number about "Sound Money" has been read by the undersigned. Your defiance to your readers that they can not prove that remonetization of silver will make the present 53 cents worth of bullion worth 100 cents in money, will no doubt be accepted by many people who are fully as capable of proving that to be a fact as you are to prove the truth of a mere assertion that the 53 cents worth of bullion will be repudiation.

How many of the present outstanding life policies agree to pay the beneficiaries thereunder in gold? How many of the companies now doing business in the United States will pay the accruing losses in gold between now and November coming?

I assert that not one will pay in that metal, and not one of them can pay in that metal. Yes, insurance companies' agents and policyholders are deeply interested in this question. The perpetuity of the policyholder's contracts rests upon his ability to be persistent in the payment of his premiums. The business life of the agent rests upon that ability of his policyholder and such a further condition of business as will enable him to bring new policyholders, who can pay premiums, to his company. The life and prosperity of the company rests upon the ability of its present policyholders to pay premiums and the ability of its agents to secure new policyholders who can pay premiums. Under present existing conditions, and those that have steadily grown worse since the fall of '93, when the silver purchasing clause of the Sherman Act was repealed by both branches of Congress, it has been more and more difficult for the painstaking, hard-working agent to meet the views of his company and himself, in the way of getting new business and maintaining that already on his books. You, like the Tories of 1776, cry calamity, but you do not offer relief. The man who believes in silver coinage offers relief, and offers it with facts, figures and statistics to prove that it will come, after silver has been remonetized. Can you feed a starving man with a stone? No. What right have you to say that 412½ grains of silver, stamped by the government as \$1.00, one hundred cents, legal tender for that amount in the payment of any debt.

public or private, will only be worth 53 cents! The government does not promise to and never has redeemed its silver dollar in gold. Have you in mind any previous conditions of things in this country that ever made it so? Who gives you your cue? The talk of repudiation is the actual out-Hessianing of the Hessians. Who shall have the right to select which metal the debt shall be paid in? The creditor who loaned a bank check, or mayhaps a clearing house certificate, when money is refused to the honest depositor or the debtor who accepted this fiat currency? If the creditor, will he not select the dearer metal and the one the most difficult to obtain, and in thus selecting it and forcing the debtor to obtain it, will not the demand for it appreciate its value as compared with the commodities of life? Or shall the debtor have the right to select the metal with which he shall pay his debt? If he shall, he will undoubtedly select the cheaper metal, and by increasing the demand for it will appreciate its value. The creditor, being obliged to accept it, will use every endeavor to increase its value, in that his holdings may not be decreased. Were you ever the agent of the creditor, when the debtor was obliged to turn over to you some of his property to satisfy his debt? Before the transfer did you not belittle the value of the property proposed in payment of the debt? After the transfer, in the arrogance of ability to hold the property and sell at the highest market value, its value at once appreciated, and what before the trade was a poor property at once became a desirable property. I have acted as such agent more than once, and the above statement is an axiom applied to the every day transactions of business. This country should give to every one of its citizens the right given them under the Constitution to pay their debts in the money of the Constitution, either silver or gold. What right had Congress to stop the coinage of silver under our Constitution? They may have had a right to change the ratio, but do you think for one moment that any statesman looking to his future would have dared to propose a different ratio than 16 to 1 in 1873? You know that there was not one.

How does it come about that these various life insurance presidents have so recently concluded that the "Gold Standard" is a good thing and the only stable basis for our currency?

Why did John Sherman advocate the purchase of four and one-half million ounces of

silver per month only six years ago? If it was a good thing for our currency then, why is it not now? Why did he say eighteen years ago that no country on earth could get along without coining silver, that silver was the money of the people, and gold the money of the wealthy. Have we bought any silver bullion for three years? If silver was such a necessary money eighteen years ago, according to Sherman, why is it not now? Is it a good thing for the people to not be allowed to coin silver as money, but allow the people's government to sell their bonds to the bankers, and pay 3½% or 4% interest on them, and then issue money for the bankers on these bonds (exempt from taxation) and pay the bankers from 5 to 10% interest on their own issue of money? Who pays these bonds? Don't the people? Why not issue their own money on which they would have no interest to pay? Don't you think it would show a better policy of political economy on the part of the people and save a large part of this interest and debt? Or do you think the people are better off in debt? Or are you like Vanderbilt, who said "The people be d——d!" I am afraid that you have not studied this question, or if you have, your optical instruments have been yellow. We are open for conviction, but you must use cold arguments and facts.

We are working for the prosperity of not only the poor people in this country, but as well for that of the multi-millionaire, the life insurance companies and the great corporations.

All of their interests are so combined and so interlaced (together) that one can not be benefited without benefiting the other. The man with large amounts of money can stand depression for a long period, while the poor man early falls a victim to financial or business depression. The Calamity Howlers can not swerve the American people from doing what they think is right, and when the ides of November have come and gone and white-winged peace has once more folded her loving, soothing wings over the broad expanse of our beautiful and beloved country, you will find the people have declared again for the money of our fathers and of the constitution, and I am sure that you as one of the people will be glad to bow and submit to the will of the majority thus expressed.

Policyholders, companies and agents will enter upon a period of real prosperity such as they have not had for twenty years.

Yours truly,

THOS. H. McDEARMON.

The Local Situation.

The non-intercourse clause as recently adopted by the Board of Fire Underwriters met the approval of the several outside offices, as related in our September book. They signed the constitution, and as they had receded somewhat from the position originally taken, it was hoped that similar concessions in other quarters would insure the final organization of the board, and the immediate restoration of rates.

The Home of New York, however, has withheld its assent to the amended clause, and there is still "no board." The Home opposes the scheduling of non-board business. The non-intercourse clause of June 19, as adopted, is said to be essentially the same as that of May 7, which had received the approval of the Home. The amendment, requiring scheduling, is regarded as a provision which favors non-intercourse. Without this "police" measure, it is held, the non-intercourse clause would be weak protection from non-board competition, and would permit the growth of suspicion to an intolerable degree. The Home managers think the scheduling a bad precedent and unnecessary. The non-intercourse pledge, excepting as agreed at board rates without compensation, they hold to be all that is required. To this it is replied, that such pledge is sufficient for the Home, but that there are or may be offices which must be held in check by the compulsory reporting of business placed with the non-boarders.

This is the situation at present. The Home and Phoenix are still in the board. The Phoenix, indeed, it is reported, does not take the extremely cautious view of the Home. Correspondence is still going on, and it is possible that an understanding may yet be reached. The executive committee have worked exceedingly hard, for months, to harmonize all interests, and final failure would be a deplorable ending. It would be a long time before another committee would undertake the work of organization. The committee, it must be admitted, are discouraged. To

be so near success, and yet to fail is doubly discouraging.

The COAST REVIEW is unable to find anything in the position of either side of sufficient importance to warrant any further delay in the restoration of rates. Money is being lost daily under the present state of affairs. The loss is greater without a board than it would be with a board, though any sort of non-intercourse rule were in force. It is a situation which does not reflect credit on the companies.

Cincinnati Rate War.

The Western Union has suspended legislation in Cincinnati until 85 per cent. of the non-union offices make a compact with the union as to rates of commission, etc. Similar action may be taken in all the large cities in the union. There are rumors of an inevitable conflict between union and non-union offices, with Cincinnati as the scene of the heavy fighting. A San Francisco lesson is to be taught the rate-cutters. With Cincinnati as the most recent "horrible example," San Francisco may be allowed to restore rates, being no longer needed as an example of the evils of rate-slashing and disorganization. The new committee in charge of large cities is made up as follows: Eugene Harbeck of the Phenix of Brooklyn, chairman; J. W. G. Cofran of the Hartford Fire, H. M. Magill of the Phoenix of Hartford, Geo. T. Cram of the American Central, John H. Law of the Royal, J. M. DeCamp of the Liverpool and London and Globe, Eugene Cary of the German-American.

It is said preferred risk rates in Cincinnati have been cut in two, and that increased commissions are being paid.

Colorado.

From Denver, Colo., comes the second and last protest against the COAST REVIEW'S arraignment of the free silver craze. We plead guilty to the charge of "a lack of dignity" in referring to Coloradoans, and our excuse is that their example has been contagious. We with-

hold the name of our Denver correspondent out of personal regard for the gentleman. He will thank us some day, when he will reflect with shame that the local craze ever moved him, a life insurance man, to champion a proposition to make 50-cent dollars a legal tender for the payment of life insurance obligations. Colorado is to be pitied, for, like Kansas, its principal product has been cheapened by overproduction. But Colorado has other mineral resources in vast degree, and has a most prosperous future in any event, if she will stamp out riots and Populism, and wholly suppress such idiots as Waite and Parks. It is happily a rare exhibition of the unpleasant traits of selfish human nature which the people of Colorado are presenting at this time. They are ready to vote for the partial repudiation of honest debts and to bankrupt the remainder of the country, on the assumption that they have nothing to lose and have possibly something to gain, by the free coinage of a metal whose production has increased from 55,300,000 ounces in 1874 to 167,700,000 ounces in 1894.

Colorado has had its annual riot, this time at Leadville, between the mine-owners, who want to pay their miners in free-coined silver, and their miners, who want to be paid in that metal. Strange inconsistency! The miners are unwilling to have even a few of their number paid \$2.50 in gold or its equivalent, per day, but they are willing that all shall be paid in three 53-cent dollars. A brave fireman lost his life in the discharge of his duty at Leadville. The strikers had fired a building, and despite their threats he turned a stream of water upon the fire. The strikers shot him to death. Under the protection of Winchesters, the other firemen returned and subdued the fire. All honor to brave fireman Keefe, who died at his post. Citizens, underwriters, mine-owners, let us honor this brave man who defied assassins and incendiaries. A purse for his monument or for his family!

Credulous Coloradoans.—On the back of an envelope sent out by the Morris

agency at Pueblo, and perhaps on other agents' envelopes, is a "free coinage" argument, in which is the following preposterous statement: Under free coinage, at the ratio of 16 to 1, "one ounce of silver will be worth one-sixteenth of an ounce of gold." Well, we'll wager that these credulous Coloradoans have no gold to lend on those terms, even at big interest, payable in free coinage silver dollars.

Last Words on Debased Coinage.

A most remarkable electoral battle is to be fought next month. Three political parties have united in a demand that debts contracted on a gold basis shall be payable in a metal now worth about 50 cents on the dollar. There seems to have been a conspiracy of the men who own mines producing such metal. To increase the price of this overproduced metal a few cents, these mine-owners would bankrupt the rest of the country. Their allies are politicians.

If the money-plank of the Chicago convention had not made the 50-cent dollar a "full legal tender" equally with gold for all debts, public and private, the COAST REVIEW and other non-political journals would have preserved the customary neutrality. But this plank, embodied in law, implies the payment of the most sacred obligations in a debased currency; and the COAST REVIEW therefore declines to be silent. We find in this infamous money plank the equivalent of an insurance fraud. It would cheat policyholders, under all existing contracts.

The balance of power in this electoral contest may lie with insurance men. We therefore earnestly appeal to them to lay aside all partisan feeling and to rally to the support of that standard which is undoubtedly an honest one. The interests of all solvent insurance companies and other institutions, and especially the interests of all life insurance solicitors and policyholders and their beneficiaries, imperatively require the maintenance of the existing world-wide standard. The money planks of the three fusion silver parties are morally wrong, and enacted into a

law will cause unprecedented panic and business disaster.

We have printed the opinions of many leading underwriters. They are unanimous in opposition to the proposed silver standard, and unite in prophesies of general bankruptcy if the 50-cent dollar is made a legal tender. Insurance companies of all kinds would have their assets cut down largely, and the amount of new business to be written would be reduced to an appalling extent. It would require years to get down to the Mexican standard, and meantime a million men would be unemployed and hundreds of thousands of employers would be beggared. Millions of dollars of fire insurance would have to be canceled to prevent incendiary losses. Millions of dollars of life insurance would lapse, and the amount of new life and accident insurance would be reduced over half. This is the view of prominent underwriters.

As no man knows that silver under free coinage would be worth a cent more than now, he certainly has no moral right to vote to compel a creditor to accept it as worth twice as much as now in the payment of a debt.

There is not a man in the world, not a fool, who will wager that free coinage will advance the value of silver from the present ratio of 32 to 1 to 16 to 1. There may be reason to think that silver will be advanced a little in value by free coinage, but there is equal reason to believe that free coinage will so stimulate production as to lower the price.

Can there be any room for discussion? Can the COAST REVIEW, as the champion of insurance interests and policyholders generally, remain silent with honor to itself while political parties advocate repudiation, advocate the payment of all debts in 50-cent dollars? Impossible!

Chips.

—If the Western Union goes to pieces, will its territory be added to the New England Exchange or the New York Tariff Association? Why not, if, under similar circumstances, Coast territory be

added to that of the nearest tariff association?

—Assistant United States Manager Purcell of the Sun of London is visiting California.

—Manager Robert Dickson and family are visiting in the East. Mr. Dickson is incidentally looking after the interests of the Royal Exchange, too.

—Why Not? *Rambling Notes* asks: "Why would it not be better, instead of striving to accomplish so much, to be content with that which can be obtained and which, by reason of its not being so complete and perfect a system, is thereby likely to be more durable?"

—There is no fairer, juster or more liberal company, in dealing with policyholders, than the New England Mutual Life. It seldom, and then only in clear cases of right on its side, appears in court as defendant. The New England is a mutual company, managed in the interest of its members. Its percentage of litigated claims is less than the average.

—Our only apology for giving so much space to the financial question is the gravity of the issue to be settled at the polls. It is not a contest between political principles. The COAST REVIEW therefore breaks the neutrality of twenty-five years. Political schemers and the silver mine-owners have created this financial issue; it is not in the correct sense of the word a political issue. All the insurance companies, all the principal business interests, uphold the present standard. With a change of standard, business disaster is inevitable. We want our readers to know the views of their principals. It is business. All our interests are mutual. If the companies suffer, the agents, brokers and solicitors suffer. If the policyholders are hurt, we all are hurt. Let us all vote for sound money, which is an essential condition of prosperity. Let us not "crucify" prosperity and bimetalism on the "cross" of free silver, neither for office-seekers nor for miners who would like to pay labor in the metal it digs.

—“That which is morally wrong cannot be politically right.”

—R. P. Fabj, special agent for the Fireman's Fund at Portland, is in the city.

—Press of work compelled us to have an outside printery do our portraits last month, hence they were not up to our standard.

—A Southern agent of the Bankers Alliance of Los Angeles has sued for \$20,000 damages. He was charged with forgery, and was acquitted.

—The *Insurance Herald* announces a very important accident deal in which the leading companies writing a railway installment business have agreed to issue uniform policies and adopt a manual of rates. The Travelers took the initiative, and the others interested are the Fidelity and Casualty, Pacific Mutual, Standard, and Union Casualty.

—Some fifty local agents responded to the call of Brannen & Kellogg of Denver, and met in Chicago last month, and organized the National Association of Local Fire Insurance Agents. Constitution and by-laws were adopted, and officers were elected. Mr Brannen, the author of the movement, was elected secretary and treasurer. Several committees were appointed.

—The *Overland* for October has the true Western flavor. We note such articles as these: The Competition of Japan, by United States Senator Perkins. The Young Men's Institute, by Frank J. Murasky. Santa Teresa, by Bradford Woodbridge. Progress, by John J. Valentine. Is the West Discontented? by Jno. E. Bennett. There are also contributions by Irving M. Scott, Maj. Gen. Howard and others. “The Good Roads Movement,” illustrated, has special interest for bicyclers. “Commerce Not an Accident” and “Humboldt Bay and Its Jetty System,” illustrated. The *Overland* is always a credit to the West, and it deserves the liberal support of Western people.

—A. C. Donnell visited New York last month on business connected with the firm.

—Geo. H. Mendell, Jr., special with Fireman's Fund, reports matters in Utah, boardwise and insurancewise, looking much better.

—Manager Fowler of the Preferred Accident is in the lead in the honor roll for September, of the “agencies that gave good results.”

—The Royal Exchange Assurance has entered New York state and U. S. Manager Robt. Dickson has appointed Scott, Alexander & Talbot New York agents.

—New York city has an Insurance Men's Sound Money Club, and, the *Chronicle* says, will turn out 10,000 men in the business men's parade October 31. A sound money flag flies in the insurance district.

—Acknowledged.—“Gold and Silver as Currency,” by James G. Batterson, president Travelers Ins. Co. A pamphlet of 70 pages, with coin and bullion tables. The conclusion of which is: Vote for sound money.

—John T. Fogarty, special with the Royal-Queen, returned last week from an extended trip through the Pacific Northwest and the Rocky mountain country. He reports matters in insurance business in a healthy condition, but *thinks* Montana will vote for Bryan.

—The Norwalk Fire of Connecticut has been admitted to California and has appointed as its general agent Manager Macdonald of the London & Lancashire. The Norwalk was organized in 1860 and has \$379,494 assets and \$135,881 net surplus.

—Idaho Falls Times: While the fire was in full blast Tuesday night, as was also Crow's waterworks, a man had the audacity to step up and take a drink from the nozzle of the hose, thereby diminishing the water supply and endangering the adjoining property.

—16 to 1 that the life insurance agent who champions the 50-cent dollar is not himself insured.

—The Hartford Fire announces that hereafter all Canadian claims will be paid in Canadian currency.

—The Mutual Fire Ins. Co. of New York is now a member in good standing of the various tariff associations in the East.

—Crawford & Conover, of Seattle, now have an exclusive agency for the Ætna. The Ætna's business in Seattle is said to be exceedingly large.

—The Indemnity Exchange of Kansas City, the packers' mutual, will move to Chicago, and will decrease the membership rating from a half million to \$300,000 or more.

—If gold goes to a premium under free silver coinage, as everybody admits it will, won't silver go down? The latter plentiful metal is always measured by the former scarce article.

—The Mutual Benefit Life's home office building in Newark has been enlarged by the addition of three stories. Modern improvements have been made throughout. The business of this great company is steadily increasing.

—President McCall of the New York Life has received 12,513 letters from correspondents in the different states, giving their views as to the result in their own state, November 3. The estimates give the sound money candidate 251 votes in the electoral college—27 more than required.

—C. G. Yates, special agent for the Thuringia Ins. Co., has removed from Los Angeles to Denver, where he will have charge, as special agent, of the company's Rocky Mountain division—Utah, Wyoming, Colorado and New Mexico. Mr. Yates will take care not to repeat his enthusiastic prophecy of an "immediate" organization of a board. We all have learned a lesson in this respect.

—We have received many pleasant references to our 25th anniversary number of last month.

—Manager E. F. Mielke of the Magdalenburg Fire is visiting this country. He is now in New York.

—The Western Union met at Niagara Falls last month. Separation of union and non-union agencies was discussed.

—The Bankers Alliance has given up its San Francisco agency, and packed up its supplies and shipped them to Los Angeles.

—For needed copies of the December number we are indebted to E. M. Gardner, F. H. Leavenworth and others, who will please accept our thanks.

—Compacts are the indispensable condition of first-class indemnity. Without underwriters' tariffs the insurance rates cannot be sufficient to cover the conflagration hazard.

—Combination is the rule of the day, alike with laborers, mechanics, professional men, bankers, merchants, manufacturers and underwriters—except on the Pacific Coast.

—During our Civil War money was as plentiful as it can soon be with silver monometalism. Prices increased an average of 117 per cent.; but wages and salaries increased an average of only 43 per cent., though labor was made scarce by the war.

—In these times, too many men may be of the opinion of the Irishman, as related "In the Sanctum" in the *Overland*. "My hearers," said Collins in his well-known pompous style, "I hold in my right hand a silver dollar, and in my left hand a gold dollar, and the one represents 53 cents worth of silver and is good only in our own country. The other is a tiny thing, but it is worth one dollar anywhere in the world. Now, which, my fellow citizens, will you take." The Irishman got up and said, "Well, sor, as I have nayther, I'll take ayther."

—Nelson W. Winton, an old insurance agent, representing the Aetna for many years, died in Oakland last month.

—Sir William Lane Booker, formerly British consul here and the Coast representative of several British insurance companies, is in the city.

—The Security and the Citizens, both mutuals, of Providence, R. I., doing an underground business, are said to be insolvent. Perhaps they have been "circularizing" the Coast field.

—*Insurance Press* prints a fine pen-portrait of Alexander Stoddart, who established the New York Underwriters Agency in 1864. Mr. S. originated the daily report blank and introduced the daily report system, and was the first to use commercial and fire record reports.

—Springfield.—Chas. E. Galacar, formerly vice-president of the Phoenix of Hartford, has been elected vice-president of the Springfield F. & M. Mr. G. was formerly special agent for a New York company, and afterward special for the Phoenix. Subsequently he was elected assistant secretary and second vice-president of the latter company.

—The Nebraska candidate reviles the insurance companies because they warn policyholders that claims are payable in "dollars" and not in gold dollars. He says the companies favor the gold standard because "a rising standard must be of more benefit to the companies than to the policyholders." This is hardly ingenious. In fire insurance 60 per cent. of the premium income is paid to policyholders and 35 per cent. is paid to employees. In other words 95 per cent. going to the people. A "rising standard" benefits the people more than the companies. In life insurance, the policyholders own the assets, and a great deal more than the premiums is paid to them. So the alleged "rising standard" benefits the policyholders. The falling or silver standard would injure the policyholders, to the extent of over 150 million dollars the first year.

—The Guarantors of Philadelphia continues to worry and be worried. The whispermings are ominous.

—Assistant Manager Argall has been confined to the house for some time with inflammatory rheumatism.

—200,000,000 people in India tried free coinage, and yet silver went down. There are only 70,000,000 of us. But still, we can lick all creation.

—Secretary Francis of the Mutual Fire of New York will visit San Francisco with the view of re-establishing an agency here. The Mutual is now a tariff office.

—Members of the defunct U. S. Mutual Accident Association have been assessed by the receiver. The liabilities are \$465,869. There was some talk of suing the U. S. Casualty, its offspring and heir.

—The Equitable Aid Union of Pennsylvania, which had "a sprinkling" of members on the Coast, is now in the hands of Receiver Powers, of Corry, Pa. The liabilities are \$395,000 and the assets are only \$34,000.

—A San Francisco life insurance solicitor actually tried to persuade an old bachelor to buy an annuity, since the Chicago convention. Now that solicitor knows a thing or two about the silver question. The bachelor told him with a big, big D.

—From the East comes a warning voice from the son of a prophet: "If the San Francisco underwriters do not soon succeed in organizing a board, much of their territory, in my opinion, will be made a part of the jurisdiction of the Western Union, which has shown its ability to handle a very large territory."

—Geo. W. Kephart, of Prewitt, Pickerill & Kephart of Durango, Colo., is a candidate for state treasurer on the Silver-Dem-Popocrat ticket. As the silvery moonshine state is bound to have a fiat money state treasurer, the COAST REVIEW is ready to endorse Mr. Kephart for that position. He is a popular local agent and a capable man.

—Thornton Chase of the Union Mutual Life prepared a paper on local associations, read at the recent meeting of the Life Underwriters' Association of Chicago.

—There are passages in the Iliad which indicate that coins of brass were struck as early as 1184 B. C. If brass were freely coined now there would be "plenty of money."

—P. B. Armstrong left "my ranch" long enough to run down to San Francisco last week. P. B. was right about the Mutual Fire living long after the P. I. U. had ceased to exist.

—The disappearance of the Lloyds will leave a clamor for insurance on property which the stock companies refuse to write. It depends somewhat on the existing companies whether wildcats or new locals respond to this demand.

—An agent who gets the reputation of paying losses without due and careful examination into the cause of the fire and the amount of the loss, will secure the bad risks and the bad losses, and will lose money for his companies.—*F. F. Record.*

—The double benefits for death by hotel fire has been followed by another company with double benefits for death by cyclone or tornado. Next! Now for double benefits by lightning stroke, to be followed by some other company with double benefits for death by operation for appendicitis. The COAST REVIEW will supply suggestions indefinitely.

—A. P. Davies, for fifteen years a member of the staff of the Royal Insurance Company in San Francisco, latterly in charge of the counter, has formed a co-partnership with J. Helbing, and under the firm name of Helbing & Davies on October 1st succeeded to the business of the late August Helbing, for many years local agent of the Royal. Mr. Davies' fellow employees testified their esteem for him by visiting his home on the evening of October 8th and presenting him with a silver tea service.

—General Agent Tyson, of the German-American is on a visit to his home office, having been invited to meet President Oelbemann, now living in Germany, who is visiting the United States. Mr. Tyson returns home through the Northwest, and will look after the interests of his company in that territory.

—Wake up, Accident Men.—We are speaking earnestly when we say, "wake up!" You should turn over a new leaf, and make and keep new resolutions. Begin tomorrow morning immediately after breakfast, and put in three hours of good, hard soliciting. See how many men—men with money—that you can call on. If you do not tarry too long at each place, you should see at least ten and out of that number you will insure one or two. In the afternoon repeat the dose. Do not hesitate to seek an interview with a stranger simply because you have no letter of introduction. Life is too short for such things. Besides, you can often do business more readily with strangers than with acquaintances.—*Perambulator.*

The *Weekly Underwriter* of September 26 says and we print the paragraph to show that there are two sides to the question:—"Among the many reports of the meeting of the Western Union at Niagara Falls last week we find a great variety. Where people draw on their imagination reports are apt to be conflicting. A remark was made by one manager—or reported to have been made—to the effect that non-intercourse is as practicable in business life as in social life. Our own belief is that it is just as practicable in one case as in the other, and that it is not practicable in either. Montague may say that socially or in business he will not have anything to do with Capulet, but Romeo and Juliet spoil the compact of non-intercourse. An insurance company says that it will have nothing to do with another, but that does not bind its thousand agents who are not parties to the agreement, and who have their own notions about business intercourse. The boycott is a simple thing in speech, but in action it is not so simple."

—From January to June this year the Manhattan Life has paid nine death claims in California, among which was one on the life of the late A. J. Wetzlar for \$7,500.

—Only about one per cent. of banking transactions is actual money passed over the counter. It takes very little gold, or paper based on gold, to meet this one per cent. We quote from a book on money, printed some ten years ago.

—General Agent John Landers of the Manhattan Life has gone East to attend the annual meeting of the National Life Underwriters' Association, held in Washington, D. C., as the representative of the Life Underwriters' Association of San Francisco.

—Henry C. Swain, of the firm of Swain & Murdock, city agents of the Insurance Company of North America, died Sept. 25. Mr. Swain has been in the insurance business in this city for many years, and was one of San Francisco's most prominent and highly respected citizens.

—We repeat, it would be a good rule to take as much time to pay a loss as the claimant took to pay his premium—and tell the insured of the rule when his policy is delivered to him; always reserving the right of delay for investigation, if needed, under the 60-days clause.

—Manager Pratt, of the Provident Savings Life, has appointed W. J. Patterson general agent for the seven southern counties, with headquarters at 408 South Broadway, Los Angeles. Mr. Patterson is President of the Chamber of Commerce of Los Angeles, and one of that city's most prominent business men.

—Harold Englebach, secretary of the National Assurance Co. of Ireland, died suddenly at his desk, last month. Mr. Englebach visited San Francisco several years ago. The deceased was secretary of the National for twenty-six years, and had previously been chief clerk of the life department of the Alliance.

—The Pacific Mutual Life reports gains in its life and accident departments so far this year over the same time last year.

—The *Standard* says the fight to secure re-admission to Prussia has been practically abandoned by the American life insurance companies. It is also stated they will retire from Austria.

—The New York Life issues a handsome announcement of the appointment of Speaker Reed as referee of the anti-rebate agreement. The frontispiece is a fine portrait of Hon. Thomas B. Reed. On another page is a black-bordered portrait of the late Hon. W. E. Russell, referee.

—If the life companies had offered to write new business "payable in gold or its equivalent," immediately after the Chicago convention, the amount of new business would have been much larger than it has been. The possibility of being paid in money of uncertain value has hurt the business. Many an American has died or will die uninsured because of that convention's money plank.

Our Directory of Pacific Coast Field Men.

Special agents are requested to notify us of changes in address. Notices of new appointments of special and local agents are also requested.

Attached Field Men.

AACHEN & MUNICH.

A. A. Allen, Los Angeles, California.
L. F. Lamping, Portland, Oregon.

ATLAS ASSURANCE.

E. J. Jolly, Denver, Colorado.
William Manning, 309 Sansome street, S. F.

ETNA.

Ed. C. Morrison, 514 California street, S. F.
Louis Mel, 514 California street, S. F.
W. L. Gazzam, Seattle, Wash.

L. B. EDWARDS, MANAGER.

R. De Lappe, 323 California street, S. F.
H. McD. Spencer, 323 California st., S. F.
Dixwell Hewitt, Portland, Or.

CESAR BERTHEAU, MANAGER.

A. W. Thornton, 210 Sansome street, S. F.

BRITISH AMERICA AND WESTERN.

H. W. Fores, 423 California street, S. F.
W. L. W. Miller, Denver, Col.

EDWARD BROWN & SON, GEN'L AGENTS.

T. J. A. Tiedeman, 407 Montgomery st., S. F.
W. H. Hill, 407 Montgomery street, S. F.
N. B. Whitley, Seattle, Wash.
W. H. Gibbons, Salt Lake City, Utah.

BUTLER & HALDAN AGENCY.

B. C. Dick, 413 California street, San Fran.
C. S. Spinney, 413 California street, S. F.
CONTINENTAL.

D. W. Graves, P. O. Box 2536, San Fran.

COMMERCIAL UNION.

W. P. Thomas, 301 California street, S. F.
A. T. Von Etlinger, 301 California st., S. F.
E. T. Neibling, Portland, Or.

CHAS. CHRISTENSEN'S AGENCY.

Frank C. Story, 317 California street, S. F.
W. A. Frazer, 317 California street, S. F.

ROBERT DICKSON'S AGENCY.

J. E. Hendry, 501 Montgomery street, S. F.
Guy Francis, 501 Montgomery street, S. F.
John Marshall, Jr., 501 Montgomery st., S. F.
Edward Hall, Portland, Or.
R. M. Thomson, Los Angeles, Cal.

FIREMANS FUND.

F. H. McElhone, Dallas, Texas.
F. G. White, Denver, Colorado.
G. F. Ashton, Spokane, Wash.
R. P. Fabj, Portland, Or.
L. M. Seaton, Los Angeles, Cal.
G. H. Mendell, Jr., 401 California st., S. F.
R. D. Hunter, 401 California street, S. F.

GERMAN-AMERICAN.

Chas. R. Thompson, Portland, Or.
Harry Benner, 435 California street, S. F.
T. H. Williams, 435 California st., S. F.

HAMBURG-BREMEN.

Harry C. Boyd, 415 California st., San Fran.
HARTFORD.

J. J. Agard, 313 California street, San Fran.
John M. Holmes, 313 California street, S. F.
Thomas J. Conroy, Portland, Or.

HOME MUTUAL.

W. B. Westlake, 318 California street, S. F.
N. C. Farnum, 318 California street, S. F.
H. P. Fabj, Portland, Or.
G. F. Ashton, Spokane, Wash.
E. E. Eitel, 404 S. Broadway, Los Angeles.

INS. CO. OF NORTH AMERICA.

J. K. Hamilton, 412 California street, S. F.
C. O. Scott, 412 California street, San Fran.
M. H. Merrill, Portland, Or.

LANCASHIRE.

Walter M. Speyer, 322 California st., S. F.
C. O. Hawley, Los Angeles, Cal.

LIVERPOOL & LONDON & GLOBE.

R. G. Brush, 422 California street, S. F.
E. G. Sprowl, Tacoma, Wash.

LONDON & LANCASHIRE.

W. B. Hopkins, 315 Montgomery street, S. F.
Sidney H. Smith, 315 Montgomery st., S. F.
Sam. B. Stoy, Portland, Or.
J. K. Urmston, Los Angeles, Cal.

LONDON & NORTHERN.

Frank L. Hunter, 221 Sansome street, S. F.
F. C. H. Robins, 221 Sansome street, S. F.

MAGDEBURG.

Leslie Bates, 303 California st., San Fran.

NATIONAL & SPRINGFIELD.

Leslie H. Lord, 409 California street, S. F.
Hiram H. Lee, Denver, Colorado.

B. B. Broomell, Tacoma, Wash.
John C. Dornin, Everett, Wash.

NORTH BRITISH & MERCANTILE.

W. H. Barclay, 212 Pine street, San Fran.
E. L. Thompson, 212 Pine street, S. F.
Edward Niles,

NORTH GERMAN.

J. H. Ankele, 225 Sansome street, San Fran.

NORWICH UNION.

J. L. Fuller, 308 Pine street, San Francisco.
R. H. Delatfield, 308 Pine st., San Francisco.
F. C. Stanford, 308 Pine street, S. F.

PALATINE.

Henry T. Fennel, 439 California street, S. F.
Thomas J. Duffy, 439 California street, S. F.
Edward O. Hughes, Denver, Colorado.
F. J. H. Manning, Portland, Or.

PENNSYLVANIA FIRE.

Homer A. Craig, 436 California street, S. F.
Chester Deering, 436 California street, S. F.
J. H. Clinkscales, San Diego.
Geo. E. Faw, 436 California street, S. F.

PHOENIX & HOME.

Paul M. Nippert, San Francisco, Cal.
Harry L. Roff, San Francisco, Cal.
A. P. Sinclair, Salt Lake City, Utah.
Junius Young, "
E. E. Casady, "
A. F. Gartner, Portland, Or.
Wm. Church, Jr., "
W. H. Bonsall, Los Angeles, Cal.

ROYAL AND QUEEN.

John T. Fogarty, 502 Montgomery st., S. F.
F. M. Gilcrest, Oakland, Cal.
Jas. N. Reynolds, 502 Montgomery st., S. F.
Wm. Maris, 502 Montgomery st., S. F.
H. R. Burke, Portland, Or.

SCOTTISH UNION AND ORIENT.

Leslie A. Wright, 420 California st., S. F.
James H. Morrow, 420 California st., S. F.

SUN, IMPERIAL & LION.

W. A. Mathews, 205 Sansome street, S. F.
W. B. Foster, 205 Sansome street, San Fran.
E. C. Johnson, 205 Sansome street, S. F.
W. H. Raymond, Portland, Or.

THURINGIA.

R. B. Friend, 208 Sansome street, S. F.
C. G. Yates, Denver, Colorado.

TRANSATLANTIC.

D. M. McVean, 213 Sansome street, S. F.

UNION ASSURANCE.

Harry H. Smith, 406 California street, S. F.

WESTCHESTER.

A. R. D. Patterson, 215 Sansome st., S. F.

Independent Adjusters and Special Agents.

A. R. Gurrey, 401 California street, S. F.
E. P. Farnsworth, 401 California street, S. F.
R. H. Naunton, Safe Deposit Bldg., S. F.
D. B. Wilson, "
J. D. Lavery, 423 California street, S. F.
Calvert Meade, 106 Leidesdorff street, S. F.
A. A. Andre, 221 Sansome street, San Fran.
Adolph Wenzelburger, 508 Californ. st., S. F.
William L. Chalmers, Portland, Or.
B. D. Smalley, Seattle, Wash.
Amos F. Sewell, 436 California street, S. F.
A. G. Ridling, 423 California street, S. F.

—Manager Schroeder of the Aachen & Munich is on his way to this country.

—Geo. Larrabee, a Los Angeles, Cal., life agent, has been arrested on a charge of embezzling \$140. At the preliminary examination Larrabee was bound over.

—The average insurance agent in California is said to be inferior to the average farther away, because he is under the eye of the manager in San Francisco. The fellow farther off must be trusted, and more care is taken in the selecting of him.

THE

THURINGIA

INSURANCE COMPANY

OF ERFURT, GERMANY

ESTABLISHED 1853

CAPITAL \$2,250,000.00



Deposited in the United States for the benefit of
American Policyholders \$250,000 in U. S. Bonds

F. G. VOSS

United States Manager

Chicago, Illinois

PACIFIC DEPARTMENT :

208 SANSOME STREET - - - SAN FRANCISCO

PHENIX



Insurance Company

OF BROOKLYN, N. Y.

CASH CAPITAL - - - - - \$1,000,000.00

Assets January 1st, 1896, \$5,739,044.00 | Losses Paid, over \$55,000,000.00

GEO. P. SHELDON, President

C. C. LITTLE, Vice-President and Secretary

EUGENE HARBECK, General Agent Western Department

205 La Salle St., Chicago, Ill.

JOHN C. MOONEY, Denver, Colorado. Special Agent for Colorado, Wyoming, New Mexico, Utah, Montana

—Speaker Reed has been appointed referee of the anti-rebate compact of the life insurance companies.

—The Petaluma (Cal.) Mutual Relief Association has resolved to go out of business. Had to. The little property will be sold for the benefit of creditors.

—Sound objections to "cheap" things generally apply with equal force to cheap fire insurance. Cheap indemnity, like cheap furniture, breaks down with heavy losses. A great fire is always possible, and is now probable. According to the "law of probabilities," a conflagration is the event of the near future.

—The safe deposit-vaults of San Francisco are full of gold drawn out of the savings banks, in fear of the bare possibility of unlimited legal tender silver. The savings banks, consequently, are pressing debtors for money to meet the demands of depositors likewise fearful. Imagine the effects of the actual success of free coinage of 50-cent dollars.

—John Russell, insurance agent and city clerk of Redding, Cal., an estimable and popular young married man, committed suicide on the 12th inst. by shooting himself in the head with a pistol. He had recently been visited by the special agent of one of the companies, and was presumably in arrears in his accounts. To what degree are companies responsible for such sad results while permitting agents to become in arrears?—*The Fire Alarm.*

Edward Milligan, special agent for the Phoenix of Hartford, has been elected secretary, succeeding the late George H. Burdick. Mr. Milligan has been a special agent for the Phoenix in Pennsylvania since 1888. He is a young man of about 31.

The Palatine INSURANCE COMPANY LTD. OF MANCHESTER, ENGLAND.



For Fire Insurance.

Assets in United States \$2,836,236 28
Net Surplus \$ 568,320 47

Writing Large Lines On Desirable Business.
Applications for Agencies or Information should be addressed

For Eastern and Middle States:

WILLIAM BELL, Joint Managers.
WILLIAM WOOD.

WILLIAM M. BALLARD, Branch Sec'y.

21 Nassau St., Equitable Bldg., New York.

For Western States:

GEORGE M. FISHER, Manager.

205 La Salle Street, Chicago, Ill.

For Southern States:

FINLEY & JANVIER, Managers.

308 Camp Street, New Orleans, La.

For Pacific Coast:

CHARLES A. LATON, Manager.

439 California Street, San Francisco, Cal.

J. S. Winchester,



ATTORNEY
AND
COUNSELOR AT LAW,

Correspondence Solicited.
References on Application.



Sherlock Building,
PORTLAND, OREGON.

Makes a . .
Specialty of
Insurance .
Law . . .

Our San Francisco Insurance Directory

Directory of San Francisco Fire and Marine Insurance Agencies.			Telephone	General Agents and Companies.	Address.
Telephone	General Agents and Companies.	Address.			
			201	EDWARDS, L. B. American, N. J. Manchester, Eng. Caledonian, Edinburgh	323 Calif.
5107	BAILEY, JAS. D. Ins. Co. North America	412 Calif.	1991	FIREMAN'S FUND INS. Co.	401 Calif.
331	BALFOUR, GUTHRIE & CO. (A. H. Small, Manager) British & Foreign Marine Yangtze, Shanghai	316 Calif.	1015	W. H. C. Fowler Austrian Phoenix	411 Calif.
351	BELDEN, H. K. Hartford Fire N. Y. Underwriters Agency	313 Calif.	1632	GRANT, GEO. F. London Assurance, London Northern Assurance, London	221 Sans.
272	BERTHEAU, CESAR Hanover, N. Y. Prussian National Fire Association, Phila.	210 Sans.	71	GRANT, TOM C. North British & Mercantile Greenwich, N. Y.	212 Pine
427	BOARDMAN & SPENCER Aetna, Hartford	514 Calif.		GRAVES, D. W., Special Agent. Continental, New York	203 Sans.
5414	BROMWELL, L. L. Milwaukee Mechanics, Wis.	410 Calif.	288	GUTTE & FRANK Magdeburg, Germany Wilhelma, Germany National Marine, London Kosmos, Hamburg, Germany Associated Assurance Co's. Germany	303 Calif.
1842	BROWN & SON, EDWARD American, Phila. Svea, Sweden	407 Montg		HALL, O. N. Thuringia, Germany	208 Sans.
684	BUTLER & HALDAN Phoenix, London Providence-Washington, R. I.	413 Calif.	38	HARRISON, WM. GREER Thames & Mersey Marine	305 Calif.
1466	CALLINGHAM, W. J. Scottish Union, Edinburgh Orient, Hartford	420 Calif.	666	HAVEN, CHAS. D. Liverpool & London & Globe	422 Calif.
680	CATTON, BELL & CO. Union, London	406 Calif.	1184	HEROLD, JR., RUDOLPH Hamburg-Bremen	415 Calif.
195	CHRISTENSEN, CHAS. American-Central, St. Louis St. Paul	317 Calif.	1086	HOME MUTUAL INS. CO. Union, Phila.	318 Calif.
321	CRAIG, HUGH New Zealand, Auckland	312 Calif.	208	JAMES, N. T. Alliance, London	416 Calif.
5968	DAVIS & SON, J. B. F. Standard Marine, Liverpool	208 Sans.	433	LAMEY, H. T. British America Western, Toronto	423 Calif.
1886	DEVLIN, FRANK J. Atlas, London	309 Sans.	336	LANDERS, WM. J. Imperial, London Lion, London Sun, London	205 Sans.
698	DICKSON, ROBT. Connecticut, Hartford Royal Exchange, London	501 Montg	396	LATON, CHAS. A. Palatine, Eng.	439 Calif.
822	DORNIN, GEO. D. National, Hartford Springfield, Mass.	409 Calif.	5710	LOWDEN, W. H. Norwich Union	308 Pine
5817	DRIFFIELD, V. C. Transatlantic, Hamburg	213 Sans.	746	MACDONALD, WM. London & Lancashire, Eng.	315 Montg
1991	DUTTON, WM. J. Ins. Co. State of Penn., Phila. Rhode Island Underwriters	401 Calif.	1034	MAGILL, A. E. Home, N. Y. Phoenix, Hartford	325 Calif.
			169	MANN & WILSON Lancashire, Eng. St. Paul (Marine) La Fonciere Marine L'Universo Marine	322 Calif.

Our San Francisco Insurance Directory

Tele- phone	General Agents and Companies.	Address.	Tele- phone	General Agents and Companies.	Address.
538	MAXWELL, J. D. Continental, N. Y.	421 Calif.	1376	FORBES & SON, A. B. Mutual Life, N. Y.	Mutual Life Bldg
1554	MULLINS, C. F. Commercial Union, Eng. Commercial Union, N. Y.	301 Calif	1384	FOWLER, E. S. Preferred Accident, N. Y.	Mills Bldg
1015	OKELL, DONNELL & CO. General, Trieste	411 Calif.	699	GARNISS, JAS. R. American Surety, N. Y.	219 Sans.
5502	POPE, T. EDWD. Pennsylvania	436 Calif.		HARMON, JR., A. K. P. Connecticut Mutual Life Hartford	Mills Bldg
5136	POTTER, ED. E. Franklin, Phila. Williamsburg City, N. Y.	508 Calif.	1639	HASKELL, W. W. Travelers, Hartford	Mills Bldg
1692	SPENCER, D. A. Westchester, N. Y.	215 Sans.		HOUGHTON, H. B. Aetna Life (& accident) Conn	Safe De- posit Bldg
	SPEYER, WALTER. North German, Germany	225 Sans.	1684	JACOBS, W. A. Germania Life	Mills Bldg
5810	SYZ & CO. Helvetia Swiss Baloise, Switzerland Swiss Marine Combined.	410 Calif.	5296	KILGARIF & BEAVER. Pacific Mutual Life	508 Montg
1990	TANNHAUSER & CO. Transatlantic Marine	311 Calif.		LANDERS, JOHN. Manhattan Life, N. Y.	240 Montg
5359	TYSON, GEO. H. German-American, N. Y.	435 Calif.		LEAVITT, W. C. Union Mutual Life, Me.	419 Calif.
1666	TURNER, GEO. W. Northwestern National	412 Montg	1696	McLANE, CHAS. New York Life, N. Y.	Mills Bldg
5577	VOSS, CONRAD & CO. Aachen & Munich Fire Frankfurt Marine Bavarian Lloyd Marine	204 Sans.	169	MANN & WILSON Hartford Steam Boiler Metropolitan Plate Glass,	322 Calif.
113	WATT, ROLLA V. Royal, Liverpool Queen, New York	500 Montg	538	MAXWELL, J. D. London Guarantee & Accident New York Plate Glass U. S. Casualty	421 Calif

San Francisco Life, Accident and Miscellaneous Agencies.

Tele- phone	General Agents and Companies.	Address.	Tele- phone	General Agents and Companies.	Address.
	ARCHIBALD, JAS. F. J. Union Central Life, Cincinnati	303 Calif.	1015	OKELL, DONNELL & CO. Employers' Liability, London New England Burglary	411 Calif.
329	BORLAND, JAMES H. National Surety Co.	Tel'ne Bldg	750	PACIFIC MUTUAL LIFE, S. F.	508 Montg
5017	CADMAN & KITTLE Standard Life and Accident	307 Calif.	621	PACIFIC SURETY CO., S. F.	308 Sans.
195	CRISTENSEN, CHAS. Lloyds Plate Glass, N. Y.	317 Calif.	699	PARDEE, S. C. Fidelity and Casualty, N. Y.	Mutual Life Bldg
	DAY, JAMES B. Washington Life	Safe De- posit Bldg		PARKER, C. M. T. Massachusetts Mutual Life	214 Pine
5244	DUNPHY, W. H. Home Life, N. Y.	Parrott Bldg		PRATT, GEO. C. Provident Savings, N. Y.	405 Montg
970	EQUITABLE LIFE	Crock'r Bldg	5161	SMITH, CLARENCE M. Northwestern Mut., Milwaukee	Phelan Bldg
1703	FIELD H. K. New England Mutual Life	Mills Bldg	1739	STOLP, G. M. National Life, Vt.	Crock'r Bldg
			5577	VOSS, CONRAD & CO. Frankfort Acci. & Plate Glass Fidelity & Deposit Co.	304 Sans.

THE ROYAL



OF LIVERPOOL, ENGLAND.

THE QUEEN



OF AMERICA.

COMBINED ASSETS, OVER	.	.	.	\$ 53,000,000 00
LOSSES PAID, OVER	.	.	.	108,000,000 00

The ROYAL and QUEEN

Insurance Companies

Of England : And America

PACIFIC COAST DEPARTMENT:

ROLLA V. WATT, Manager,

N. E. COR. MONTGOMERY AND SACRAMENTO STS.,
SAN FRANCISCO, CAL.

SPECIAL AGENTS:

John T. Fogarty Frank M. Gilcrest H. R. Burke J. N. Reynolds Wm. Maris

THE COAST REVIEW

A MONTHLY JOURNAL.

Devoted to all kinds of Insurance that INSURES. Published on the Fifteenth of every Month.

* *
*

PER YEAR . . . \$3.00

PER COPY . . . 25 cts.

Postage added to Foreign Subscriptions.

J. G. EDWARDS, Proprietor,

Pacific Mutual Building, San Francisco.

Telephone No. 1530.

VOL. 50.

NOVEMBER, 1896.

NO. 11.

The Coast Review Advertisements.

Changes should be sent in before the first of the month.

It is never too late for a new advertisement.

Our advertisements are an invitation for agencies for insurance, and for inquiries as to rates, plans, etc.

Advertisers should frame their ads for reference purposes, as well as to bring out the strong points of the company. As many copies of the *Coast Review* are placed in the hands of property owners and applicants for insurance, it is well to take this fact into consideration in the wording and display of an advertisement.

The Otey Manual.

Following are a few expressions in favor of The Otey Manual written us by correspondents:

"It is a great help."

"It is certainly perfection."

"Contains many suggestions of great value to local agents."

"Contains information not to be obtained from any other source."

"I could not well do without it."

"I find within its pages a vast amount of useful information."

"I have never seen any other manual that would give the local agent as much intelligent aid."

"We keep it ready at hand, referring to it often, using it as an authority."

"I keep it on my desk for reference."

"It is the best instruction book for agents."

"I note many items of advantage to me, and for which I have looked in vain elsewhere."

"The best book of the kind published."

"It is just what we agents need."

"Explanations are clear and concise."

"It is easily understood."

"Most complete, concise and clearly written book of the kind I have ever seen."

Marine Insurance on the Pacific Coast.

EXTRAORDINARY LOSSES RECENTLY NUMEROUS PACIFIC COAST DISASTERS.

The marine insurance business on the Pacific Coast is in a worse condition, if possible, than the fire. Rates are very badly demoralized and losses have been much heavier, comparatively speaking. Every line or trade has suffered, the result being that the average marine underwriter is entirely at a loss in what direction to turn to find what is generally termed "gilt edged" business for the purpose of making up his losses.

The losses during the past eighteen months have been particularly heavy. In the grain business to Europe the ships "Belle O'Brien," "Carnarvonshire," "Lord Spencer," "Anadola," and now the "Linlithgow," probably cost the English offices writing in San Francisco, who control this business, in the neighborhood of \$600,000.

In the New York "Clipper" line (sailing vessels from New York to San Francisco) the loss of the "Arabia," "City of Philadelphia," "Willie Rosenfeld," and now the condemnation of the "Solitaire," added at least \$250,000 to the losses of the San Francisco offices.

The disasters to steamers on this Coast have been particularly numerous. The

"Colima" and "Colombia" in the Panama trade, the "St. Paul," "Arago," "Point Loma," "Bawmore," "Bandorille," "Humboldt" and "Umatilla" in the coasting trade, probably cost the San Francisco offices over \$400,000, to say nothing of a number of serious partial losses like the "Belgie," "Gaelic," "City of Rio de Janeiro," etc.

In the foreign lumber business we find the "Modoc," "Arcturas" and "Nineveh."

The losses on coal vessels have been great, both from Europe and Australia, but the bulk of this insurance was placed at point of shipment, so our local offices escaped, generally speaking.

In addition to this there have been losses in what might be termed "outside" lines, like the "Centaur," with wheat from San Francisco for Brisbane, Australia, which was insured in this city for \$72,500; the "Glenclune" from Hamburg for Port Los Angeles, the barge "J. G. Merritt," on the Sacramento river, etc. The loss of the "Raphael," "James A. Borland," and the "Kodiak" probably absorbed the entire premium receipts of the companies doing the Alaska business.

In short there is, as already stated, hardly a trade which San Francisco offices write which has not suffered severely. Notwithstanding this fact, the companies are, at the present time, engaged in a competition fiercer than ever before, and which can only result in ruining the business irreparably, unless a halt is called in the immediate future.

Marine rates once established are entirely different from fire. The latter can, by a combination, or compact, at any time be increased to what underwriters consider adequate, but in marine, if rates are established by Pacific Coast offices and go to foreign countries as the rates current here, it is almost an impossibility to increase them, and put them back on a paying basis.

Those of our readers who have never taken any particular interest in the marine business will probably be astonished to learn that on Jan. 1st there were

in San Francisco forty-nine companies engaged in marine underwriting, dividing among them a premium income of, roughly, \$1,250,000, while in the state of New York there were but seventeen companies with over \$8,000,000 in premiums.

The nationality of the companies doing a marine business in California is so varied as to be quite interesting. According to the insurance commissioner's report for 1895 there were 2 local companies; 5 American; 15 English; 9 German; 7 Chinese; 4 Swiss; 2 Austrian; and one each, Canadian, Japanese, Italian, French and New Zealand.

The great evil which has almost ruined the marine business in this city is the fact that any foreign office having a paid-up capital, unimpaired, of \$200,000 (gold), can enter the state with no expense and without a national deposit—by simply filing a statement with the commissioner to the effect that its capital is as stated. These companies generally go into the hands of merchants or brokers, who employ cheap and inexperienced clerks to manage the business for them. The result can easily be imagined.

The hull business which, for a number of years, was in the hands of the local companies and governed by a local tariff, has become as badly demoralized as the cargo. Companies in their anxiety to secure some of this, as they thought, profitable business, disrupted the old hull compact, and we are authoritatively informed that rates on wooden sailing vessels are lower in San Francisco to-day than in any other part of the world.

Taking it all in all the outlook for conservative marine underwriting on this Coast is most discouraging.

KILLED BY A FLY.—A boy in Contra Costa county, Cal., last month was stung by a large blue fly, and blood-poisoning and death soon followed. The jaw-bones of the unfortunate lad decayed, and the flesh of the face began to disintegrate. An examination of the bacilli will be made by the physicians to ascertain, if possible, the source of the poison which thus

strangely ended a young life. In similar cases where accident insurance was involved there have been contradictory decisions, in some cases the cause of death being declared accidental and in others not.

The United States Casualty.

In our May number we referred to the Page Brown case at some length. The architect of this name was thrown from a buggy drawn by a vicious runaway horse. Nearly every bone in Brown's body was broken, and it was not expected that the unfortunate man could survive a few hours. The ordinary and extraordinary remedies and appliances prolonged life, but the man did not regain normal consciousness and continued to sink in vitality. Surprised that life was still sustained, the physicians were able to postpone the crisis which should decide the patient's fate. Powerful stimulants were administered often, and until near the last the bruised life rallied again and again. The bare hope of recovery was groundless. On the ninety-first day the drug-supported light of life flickered for the last time.

It then transpired that the physicians in experimenting with stimulants in a vain attempt to preserve life had been unwittingly working to prolong life beyond the time when the liability of the United States Casualty Co. ceased. The accident insurance policy contains a clause limiting liability for fatalities to those cases where the insured expires within ninety days of the accident. The design of this clause is to prevent fraud. As the design of both parties to the contract is insurance against accidental death, the equities of this case and similar cases are certainly with the claimant.

A suit brought by the widow will give the courts a chance to pass on this ninety-day clause. There need be no doubt as to the verdict of a jury. The letter of the contract relieves the company, but this is an exceptional case. Physicians will testify that Brown's life was prolonged by artificial means; that he was virtually dead when picked up; that without immediate medical aid he would have died in a few

minutes; that it was impossible to resuscitate him; and that powerful drugs arrested temporarily the processes of dissolution. What will the courts say? They have held that the manifest intention of both parties to an insurance contract will be enforced. Who will contend that it was not the intention of both parties, in this case, to insure against accidental death?

We think the United States Casualty has acted unwisely and ungenerously in this case, and we believe that its policyholders and the public generally will agree with us.

Sky-Scraper Rates.

It should be explained that the low New York rates, in our table on page 440 last month, are owing to the 80 per cent. insurance requirement. Rates on fire-proof buildings in New York city are made through the application of the Universal Mercantile fire-proof schedule. To the basis rate are added various charges for area, height, etc., and deductions for various fire appliances. As, 4 cents for each 1,000 square feet in excess of 10,000; for each story over eight up to twelve, 1 cent, and for each story over twelve up to fifteen 3 cents, and for each additional story 10 cents. With 80 per cent. insured, the rate on a sky-scraper in New York city is 34 per cent. of the schedule rating. If the reader will turn to the table in the October COAST REVIEW and multiply accordingly he will find that the rates without co-insurance are much the same in the three cities.

Deductions from the rate established by the application of the schedule, for fire appliances, are as follows on fire-proof buildings:

- One hydrant supplied by 8 inch water main, within 300 feet, 4%.
- Two or more hydrants within 300 feet, 6%.
- If said water pipe be fed at both ends by mains, 4% (10% in alt.).
- Automatic fire alarm, telegraphic signal to central station, or fire-department house, 2%.
- Standpipe, external with siamese connections, for use of fire dept., 3%.
- Standpipe, internal with tank supply, 1%.
- Basement and subcellar perforated pipe sprinklers, 2%.

Automatic sprinklers in basement, 5% (no deduction if allowance has been made for sprinklers throughout building).

Roof hydrants, 1%.

If floors water-proof and arranged to carry off water, 5%.

If watchman (on premises) with clock or electric detector, 10%.

* * *

At a recent fire on one of the top floors of a lofty building in Chicago the fire department was helpless as far as street work was concerned. The most powerful engine could not throw a stream into the burning story. The fire was fought from the floor where the fire started, with water from the standpipes.

Chief Bonner of the New York fire department, speaking of the probability of a conflagration in the lower part of the city, says that such a fire can not be arrested by blowing up buildings ahead of the burning area. The explosion would merely blow down a corner or side of a building, and only expose more directly to the flames the inflammable goods within. The department, he says, can fight fire as high as 125 feet, or in the tenth story. Above that, the firemen are well nigh helpless. The chief advances a new argument for city parks. These open areas, he says, will be useful as bases of operation in the event of a great fire.

Splendid Souvenir Issue.

The *Standard* of Boston issues a handsome special number commemorating the twenty-fifth anniversary of Editor Ransom's entrance into the field of insurance journalism. It is a noteworthy coincidence that this entrance was made in the same month and the same year that the initial number of the *COAST REVIEW* made its appearance, namely, September, 1871. Mr. Ransom became one of the proprietors of the *Baltimore Underwriter*. The *Standard* was formerly the *Chronicle* of Cincinnati and latterly the *Index* of Boston.

Many interesting and valuable papers appear in this special number, written by well known underwriters, among which we mention these:

Old-Time v. Modern Underwriting, by D. W. C. Skilton; Life Agents' Compensation, by J. L. Halsey; Lessons We Are Learning, by Thomas C. Chard; National Supervision, John M. Pattison; Burglary Insurance, Howard S. Wheelock; Underwriting Reminiscences, Martin Bennett; True Economy in Fire Insurance, Edward Litchfield; Life Insurance Investments, J. C. Webster.

The papers are brief, to the point, readable and instructive. The advertisements are numerous and attractive.

We congratulate Mr. Ransom and the *Standard* on this handsome anniversary publication. It is a credit to insurance journalism.

* * *

C. W. Kellogg says, as to a proposed fire insurance blank: For over thirty years the "National Board of Underwriters" and every auxiliary association have had their "committees on legislation and taxation." The labor performed, the time and money expended to prevent or even modify inimical legislation, have been enormous and all to very little purpose. Cause why? The fury grows on what it feeds; the companies year after year publish their sworn "statements," showing incomes largely in excess of expenditures, which naturally leads the public, and legislators as well, to assume that the profits of the insurance business are unreasonably large, hence the repeated and persistent effort to curtail them.

* * *

D. W. C. Skilton asks: Is it not true that the rating forces to-day are working along the line of a decrease in the fire hazard to the minimum, the inducement clearly promised to the assured being a reduction in the rate, and that rate to be a minimum figure as well? It is often asked, What have underwriting interests gained by the change? If we were to deal with the question as a simple one, wholly ignoring circumstances and causes, I think the answer would be an emphatic one, that underwriting interests have not been promoted by modern methods. But

circumstances and causes cannot be ignored in considering so broad a question. Growth of country . . . has created such a demand for insurance protection that the result has been the development of a factor that possibly we may justly say has been the greatest moving force in bringing about the present conditions in underwriting, *i. e.*, competition. . . . Rating organizations, the direct outgrowth of competition, have been public educators, and being considered "combinations" by the public, the demands for lower rates and concessions in forms of policies have been backed up by state legislation plainly intended to weaken the policy contract and remove those safeguards that from the beginning of fire underwriting have been deemed an imperative necessity to protect the assured as well as the company.

* * *

Edward Litchfield discusses the subject of true economy in fire insurance, and at the beginning says, Let us not imagine that by true economy parsimonious management is intended. We quote briefly: Fire insurance companies, unlike other business and trade concerns, exist for the purpose of benefitting all classes in the community, be they policyholders, stockholders or employes. True economy in management is that which results in a respectable dividend to the stockholders, protection and indemnity to the policyholders, and a proper reserve for any contingency which may arise. The prudent president or general manager will under no circumstances consent to the payment of unreasonably large dividends, *even when earned*, until a sufficient reserve is reached to provide for the day of misfortune. . . . In a word, true economy in the management of any fire insurance company is the frugal and proper use of both time and money. From the president, general manager, chief clerk, down to the office-boy, each one has it in his power to aid by proper economy the success of the company he serves, and in properly serving his company the man ought to benefit himself.

The Mutual Fire in Cesar Bertheau's Agency

Secretary Francis of the Mutual Fire Ins. Co. of New York, who visited this city last month, appointed Cesar Bertheau manager for the company in this field. Under a former management the Mutual Fire was authorized to do business in California, but subsequently withdrew. The company re-enters the state under entirely different auspices. The management has been reorganized. The Armstrong element has been eliminated. The manager, Mr. Francis, is an experienced underwriter, formerly connected with the North British, as assistant United States manager. The Mutual Fire is now a tariff office. It is in sound condition, asking and receiving adequate rates.

The statement of January 1st shows the possession of \$1,029,003 assets, of which amount \$308,518 is net surplus over the \$225,000 cash capital and other liabilities. These are figures which will be entirely satisfactory to policyholders.

Manager Bertheau now represents the Prussian National, Hanover and Mutual Fire, all specially strong in surplus. His business is largely of the choicer sort, which has enabled him to make a great deal of money for his companies. In the past six years his average loss ratio has been less than 36 per cent. The Mutual Fire and Secretary Francis is to be congratulated on the selection of Mr. Bertheau as the Coast manager of the company.

BUSINESS FAILURES for the third quarter were exceedingly large. The amount of liabilities has not been exceeded in any quarter since the panic year 1893. Both in number and in amount of liabilities the failures were but little less than in the third quarter of black '93. The first nine months of 1896 show 11,280 failures with \$171,350,292 liabilities; and the first nine months of 1895, only 9,299 failures with only \$109,756,729. The increase was enormous: but fire losses, it now seems, will be \$20,000,000 less. It is probable the premiums will be proportionately less. The Eastern and Pacific

states report the lowest increase in failures, and the Western and Southern states the highest.

New England Mutual and Herres Case.

On July 17 Mary E. Herres of Colorado made application for \$5,000 insurance in the New England Mutual Life Ins. Co. for the benefit of her four minor children. On the following day she passed the required medical examination, but the application was not forwarded until the 20th. No statement of premium paid or conditional receipt given was sent. The application was received at the home office July 24. On the following day it was approved, but before action was taken the applicant and her four children were drowned. The policy was not written July 28, four days after applicant died. The agent knew of the death on July 25, but did not telegraph the news. On July 29 information of the drowning was received, together with notice that no money had been paid on the premium until the day after Mrs. Herres' death. The company therefore telegraphed to its agent to return the policy on its receipt by mail.

Investigation subsequently showed that the agent had received a note payable to him personally upon delivery of the policy, but there was no entry of either note or money on any book of the agency. Without giving any information to or asking instructions from the company the agent accepted payment of the note on July 25 from the attorney for the heirs of applicant. It was only through this investigation that the company had information that a note had been given or any payment made by the heirs' attorney. This peculiar agent has been the means of subjecting his company to a great deal of misrepresentation.

The law of the case probably relieves the New England Mutual Life Insurance Company from any liability under this policy which was not issued until after the applicant was dead, and was issued under an application granted likewise after death. The equities of the case

were with the heirs, however. The agent had neglected to send the application immediately, and had accepted a note payable to himself instead of to the company, and had neglected to record such note. Undeterred by the clamor of the Populistic press, the company refused to say it would pay without an investigation of the merits of the case. The COAST REVIEW, with full faith in the New England Mutual because of its many years' record of liberal dealings with policyholders, did not even mention the Herres case in the October number. We did not doubt that the company would do what was right.

On October 20th the claim was approved by the committee on losses.

Fire Patrol Work.

Annual Report of Committee on Fire Patrol, New York Board of Fire Underwriters. This is a handsome and useful work of over 200 pages. The fire record, alone, for the year, covers 170 pages. There are numerous "half tones" illustrating the apparatus, houses and work of the patrol. The expenditures for the support of the patrol for the year were \$139,924. The aggregate of property losses was \$4,053,622. There were 1,206 fires, 14 of which involved a loss of over \$50,000. The insurance loss was over a million on buildings or nearly 5 per cent. of the insurance. The average for forty years is 8.46 per cent. On contents the loss was \$3,037,000, or 21.46 per cent. with an average of 25.20 for forty years.

Among the historical notes is an account of the Mutual Assistance Bag Co., of 1803. There were 65 members, each provided with two bags. Upon an alarm of fire the member's duty was to take his bags and "repair to the house or store most in danger belonging to any of the company, and endeavor to the utmost of his power to save their effects, and to prevent the embezzlement of the same." If the house or store belonged to a non-member, the man with the bags could do as he pleased about assisting.

Calef Prize Essay.

Chas. B. Soule, a general agent of the Union Central Life Ins. Co. wrote the essay which won the Calef loving cup for the year. This essay, on the best way to aid life insurance associations, seems to us about the best and briefest yet written on this subject. We print it as follows:

The individual member of our organization can best promote the welfare of those organizations by remembering first and above all else that his personal attendance and interest are necessary to the success of the association.

All success in every organization is based on the concentration of individual enthusiasm, but while the individual, merely as an individual, is an important factor, yet we must remember that his own personal ambition or whims or plans must be set aside when they confront the welfare of the association itself. The great basic principle of success in all organizations is to have individualism merged into the cause.

He must also remember that his attendance at the meetings of the association is *essential* to its life. The great furnaces of commerce would never roar in their intense energy, carrying life to the loom and prosperity to the community, should you fire each with but one small brand. It is the inspiration of ten thousand brands working for a common end that gives to the mill its throbbing life. So in successful organization, life, activity and success must come from the aggregation of the fire-brands of ideas; and the individual member must bear in mind that he is the essential part on which the whole depends. And so long as his membership lasts, his duty is to aid and abet the purposes of the association by active attendance and participation.

Attendance fosters interest; interest begets enthusiasm; enthusiasm insures success.

He must also remember this great principle, that every duty performed elevates the man. He who is known as one who stands firm in his own conviction

of duty, even in things that seem trivial, is the man who, sooner or later, wields an influence, and that member who will quietly and persistently fulfill every little duty set before him will suddenly awaken to a realization of an *acquired power*, and will be surprised to find that from himself there emanates a new-born influence. In the hands of such men lies the progress of all associations.

But the true value of the individual influence of the member can only be measured by his own character. Therefore, let him remember that his own action in the field of his profession must be the action of a man of honor. He must remember these three cardinal points:

First. Principle is a hair line and cannot be split in two.

Second. There is such a thing as Right and it will not down.

Third. When Honor walks arm in arm with a man it lifts him into public view.

Remembering these things and acting upon them, his influence will become a factor for unlimited good for the association he represents.

Nothing succeeds like success. Therefore, let him bend every energy for success in the field, and his influence in his association is sure to be enhanced thereby.

The man who writes a big legitimate business becomes a factor. His counsel is sought; his advice considered. He may become a target for a few shafts of jealousy, but thanks to the broad spirit of justice that permeates our ranks, he will receive for every arrow of jealousy a quiver full of congratulations.

There is a strong reflection from the field upon the association itself. Every member of our associations has a "field record." Be it great or small, its *character* marks the man. It therefore, behooves him to have him stand the test of legal and social scrutiny. How proud he deserves to be whose business has no earmarks of fraud or chicanery, but bears alone the royal stamp of persistent energy and honest competition.

The member should be an up-to-date man. He who catches the spirit of the times scatters on every side the firebrands of progress. Therefore the individual member should carefully read the insurance press. Posted on all live issues he can but carry into his association *ideas*, and no local association will die if it has an occasional hypodermic injection of live issues.

In fine, let the member form a firm alliance with Honor, boldly pressing forward towards the knighthood of Christianity—not that narrow Christianity circumscribed by sect or creed, but that broader Christianity which rises above the retrenchments of denomination—which is honest in all dealings—pure in all conversation—unflinching in integrity—sympathetic with humanity—and loyal to God.

When such a man enters the association Hall, he receives a just homage from his fellowmen, and his influence for good in his association is unbounded.

The Royal Arcanum.

The Royal Arcanum, a fraternal assessment society with a very large membership, has been investigating itself during the past year through a committee, and that committee reports that something must be done; radical changes must be made. The committee says:

"The members of your committee are united in the firm belief that our present plan will not carry us on throughout that future for which, as well as for the present and nearer future, we must make adequate and safe provision."

"Your committee are not alone in their views concerning the necessity of perfecting the system of fraternal beneficiary organizations. The National Fraternal Congress and other fraternal societies on their own account have been pursuing similar inquiries for several years."

"Such fund [a reserve fund], sufficient to meet the death rate of the Royal Arcanum, without doubt should have been begun at the institution of the Order, and should now be at least \$25,000,000; and the law should provide for its increase gradually to \$100,000,000, and perhaps to a larger sum. To state this neces-

sity is to place, as it seems to us, an absolute prohibition upon this plan."

The Royal Arcanum began this year with 174,060 policies or certificates in force. Assessments are to be increased in number and in amount. The needed reserve fund cannot be created. And the big society will come to an end.—*Insurance Magazine*.

United States Mutual Assessments.

Assessments levied by the supreme court of New York on members of the U. S. Mutual Accident cover from Nov. 15, 1889, to May 15, 1895, quarterly, ranging from 7 cents to \$4.40 per certificate, or about \$12 altogether for each member who held a certificate for all that time. On the payment of all the assessments for so much of this period as the certificate-holder was a member of the association, the court releases him from further payments. Many members will pay nothing, having no property; but those who have property will save costs by paying. All are under moral as well as legal obligations to pay, having entered into such agreement in applying for and accepting a certificate of membership in the association. Such liability was a condition of cut-rate accident insurance; and it is not manly, it is not honest, for the member to shirk his obligation now. The U. S. Mutual had many members in the West.

FIRE ITEMS.—Chicago taxes fire insurance companies one per cent. of receipts, for support of fire department. Vacant-lot owners are the gainers.—A Milwaukee man has sued two brokers for the amounts due and uncollectible from New York and Chicago wildcats, represented by the brokers to be solvent and reliable. The lying brokers are liable, of course; but from such men, generally, nothing can be collected on a judgment.

"THERE was no chimney in the house, and the stove-pipe projected through the shingle roof." This on a farm near North Linden, Wash. Results: Fire; burned dwelling; three children and one man burned to death.

Gain and Loss Exhibit in Life Insurance.

	MORTALITY.		% Act- ual to Expec- ted.	EXPENSES.		% Act- ual to Load- ing.	INTEREST.		% Act- ual to Re- quired.	SURRENDER VALUES.		% Act- ual to Re- serves.
	Expected.	Actual.		Loading.	Actual.		Required.	Actual.		Reserves.	Actual.	
Northwestern	\$ 3,270,855	\$ 2,281,703	70	\$ 3,077,405	\$ 3,367,013	110	\$ 2,89,747	\$ 3,974,703	153	\$ 1,766,885	\$ 920,364	52
Etna	1,641,187	1,406,521	86	980,793	1,206,013	122	1,435,091	1,713,074	118	701,213	732,561	104
American Union	56,181	55,404	98	158,243	166,321	105	2,945	10,865	360	2,420		
Connecticut Mutual	2,327,914	1,846,000	80	997,051	1,004,265	110	2,107,545	3,007,506	147	883,275	653,976	74
Equitable	13,550,000	8,500,000	70	8,500,000	8,050,308	95	6,100,000	8,000,701	131	7,400,000	5,007,446	70
Germania	692,598	683,848	98	674,212	689,886	102	745,288	1,002,912	135	601,743	306,242	66
Home	504,463	379,617	75	319,535	547,798	140	306,069	382,168	125	173,948	168,496	97
Iowa	36,829	174,001	473	89,328			7,038	14,976	201	19,718	19,748	100
Manhattan	777,770	773,949	100	594,565	672,651	133	525,393	677,040	130	495,978	362,877	77
Massachusetts Mutual	1,060,000	645,935	60	779,600	851,551	109	635,000	732,901	115	602,758	438,628	73
Metropolitan	4,139,786	6,188,999	150	9,864,180	8,802,686	89	792,515	1,006,633	143	1,451,733	211,549	15
Michigan Mutual	324,429	179,238	55	240,087	329,798	132	185,034	250,117	135	611,224	282,687	46
Mutual of Kentucky	115,978	102,657	89	97,721	91,723	94	97,716	135,637	139	112,155	11,208	10
Mutual of New York	10,062,299	7,549,071	75	8,514,550	10,398,059	122	7,321,745	10,562,262	144	8,297,331	6,332,215	76
Mutual Benefit	3,410,000	2,875,000	84	1,616,132	1,401,572	92	2,006,000	2,783,082	133	1,380,000	1,238,714	90
National	739,273	578,593	79	533,367	838,714	157	396,253	512,990	130	646,488	489,040	79
Netherland	93,000	68,849	74	68,672	367,813	539	4,516	11,879	260	6,540		
New England	1,141,759	780,320	69	694,027	668,449	101	909,344	1,012,780	111	886,027	478,494	81
New York	6,127,263	5,208,967	85	5,778,847	9,280,296	161	5,638,110	7,229,138	128	5,408,628	4,197,907	78
Pacific Mutual	128,487	96,105	75	113,809	360,615	325	96,953	166,857	173	188,137	71,641	82
Penn Mutual	2,016,791	1,584,584	78	1,135,012	1,040,833	81	936,171	1,317,120	141	800,488	636,685	79
Phoenix Mutual		399,646		1,073,066	474,508	44	370,000	537,989	146		118,043	
Provident Savings	1,306,113	1,232,428	94	711,234	623,685	88	32,115	88,866	277	31,092	8,382	27
Prudential	2,205,049	3,606,142	166	6,881,860	5,920,413	86	447,804	670,344	152	918,490	836,101	90
Travelers	791,847	498,011	59	212,722	730,732	344	536,762	736,859	137	441,332	277,746	63
Union Central	682,464	477,725	70	717,018	846,078	118	499,099	840,493	181	486,841	288,078	44
Union Mutual	412,000	393,864	74	251,012	436,171	172	243,200	286,853	118	286,852	37,078	47
United States	459,000	370,214	82	224,006	444,478	198	266,000	334,979	126	334,459	188,618	58
Washington	584,895	566,472	97	417,550	500,186	122	511,538	690,445	119	578,149	426,370	79

Many Months' Fire Decisions.

IN THE STATE AND FEDERAL COURTS—CONDENSED AND SEGREGATED, WITH FIGURES INDICATING WHERE THE DIGEST THEREOF CAN BE FOUND IN THE COAST REVIEW.

Lightning clause does not cover subsequent damage by wind. 49-1

In case of default in payment of note, and suspension of liability during default the company can recover the full amount of note. 49-7

A contract to temporarily "hold" certain expired policies is valid, without payment or tender of premium, if the agent gives credit to the insured. 49-2

Policy which becomes void before loss for breach of condition does not affect the liability of another company under a policy limiting liability to proportion of loss to amount of total insurance. 49-2

Tax list is inadmissible in evidence to contradict insured's testimony as to value of property. 49-4

A policy does not become void merely by nonpayment of premium, but it remains in force until affirmative action is taken by the company to cancel it. 48-2

A policy issued by an agent to himself as receiver, without knowledge of company, is void. 49-7

A provision in a policy on real property that limits the amount of the loss to less than that written is void. 49-7

Where insurance agent advances the premiums, and the insured fails to repay the same, the agent can, after cancelling policy and receiving unearned premium, recover balance from insured. 49-11

ESTIMATING LOSS.

The fact that the insured estimated his damages largely in excess of the jury's estimate does not show that he falsely over-estimated the damages. 49-9

The jury can not, in estimating loss, consider the amount for which the insured sold the property after the loss. 49-9

The mere fact that the insured estimated the value of the property destroyed at several times the real loss, as found by the jury, does not establish a fraudulent overvaluation. 49-9

CANCELLATION.

A request by the insured to cancel, though not complied with, will be treated by the courts as equivalent to cancellation, as far as the rights of the insured are concerned. 49-9

Cancellation of a policy is something to be done by the company. 49-9

TITLE.

Sheriff's sale does not pass title until after he acknowledges and delivers deed. 49-4

Transfer by incompetent person is not such a change or transfer as forfeits policy. 49-3

Change of trustee by the courts is not a change in title or possession by judicial decree, within the meaning of policy clause. 49-7

An equitable title meets the requirement that the interest of the insured is the entire, unconditional and sole ownership. 49-9

Where husband, in application for insurance on his wife's property, falsely represents that he is owner, his wife cannot recover the insurance. 49-11

Where a house and lot were purchased in wife's name, partly with funds belonging to wife and partly with note not shown to be other than community property, the wife cannot recover on a fire insurance policy, under an allegation that the house was her separate property. 49-12

INCUMBRANCE.

Docketing of a judgment so as to incumber the house does not avoid policy as to furniture, though it avoids it as to house. 49-1

The word interest is broader than the word title, and includes both legal and equitable rights. 49-2

An executory agreement to convey insured premises, under which the vendee took possession, is a change of interest. 49-2

Where policy provides that it shall be void if the property be or become incumbered, it does not matter whether the mortgagee increases the risk or not. 49-5

A clause rendering a policy void if the property is incumbered without notice to the company applies only to that portion of the property incumbered. 49-7

There was no written application, the agent did not know of the mortgage and the insured did not know of the incumbrance clause which avoided the policy. The mortgage was registered, and under Texas statute all persons were charged with notice thereof. Held, that the company waived the defense of forfeiture on the ground that the property was mortgaged when the policy issued. 49-9

Failure to disclose other insurance or a mortgage incumbrance, of which the insurer had no knowledge, as required by the policy, will prevent recovery for a loss. 49-9

Policy is void where the fact that there was a recorded mortgage on the property was not mentioned, though the concealment was not fraudulent. (Colo.) 49-11

Policy conditioned to be void in case of change of interest is avoided by the property being included in a mortgage through the negligence of the owner, though without his knowledge. 49-11

A stipulation in a policy, making it void if the building is mortgaged, will not avoid the policy where it was issued in pursuance of a parol contract, made without any questions being asked as to mortgage. 49-11

An attachment of land of which a building is a part does not affect the insurance on the building until the attachment is perfected by sale on execution. 49-11

Forfeiture on the ground that the property was subject to a mortgage at the time the policy was issued is not waived

by the companies taking part in an appraisal after loss. 49-12

Judgment against insured after policy is issued is not an incumbrance within the meaning of phrase "if incumbrance be placed." 48-1

Where a policy was issued with the knowledge of the agent that the property insured was subject to a chattel mortgage, a condition in the policy that it should be void if the property should be incumbered by a mortgage is waived. 48-2

Where agent has knowledge at time policy is issued that the property is mortgaged and on leased ground, the company can not set up as a defense provisions avoiding policy for such reasons. 48-5

MORTGAGE CLAUSE.

Where insurance of interest of mortgagee is not invalidated by act or neglect of mortgagor or owner, voluntary destruction by owner will not prevent recovery by mortgagee. 49-2

Notice to mortgagee's attorney is notice to mortgagee. 49-2

The effect of the union mortgage clause is to make a new and separate contract between mortgagee and company, and to effect a separate insurance of mortgagee's interest. 49-5

The standard mortgage clause, which declares that neither act nor neglect of mortgagor shall defeat insurance of mortgagee's interest, does not dispense with making stipulated proof of loss. Either mortgagor or mortgagee must furnish proof, unless waived by insurer. 49-6

Where mortgage is foreclosed, and insurance property is sold to mortgagee, the interest of the mortgagor and mortgagee in policy payable to mortgagee ceases. 49-7

Where a policy provides that the loss shall be payable to a mortgagee unconditionally, and it appears that the mortgage is for only half the amount of the policy, the mortgagee is the proper party

to sue on the policy, but the insured should be joined to protect his interests.

49-12

Insurance by a mortgagee within the permitted limit is not invalidated by subsequent insurance by the mortgagor in excess of that amount.

48-2

A mortgagee, the beneficiary of a policy procured by mortgagor at latter's expense, cannot recover on the policy if the mortgage debt has been paid.

48-6

Under policy payable to mortgagee, as his interest may appear, where, before the loss, foreclosure proceedings were begun, the mortgagee could sell premises after loss, and enforce payment on policy for deficiency.

48-6

Additional insurance procured by owner, in which mortgagee has no interest, does not affect the mortgagee's right to recover the full amount of policy, though the policy also provided that the insurer should not be liable for a greater proportion of any loss than the amount thereby insured should bear to the whole amount of the insurance on the property. Nor does such insurance by the mortgagor affect the policy as to the mortgagee, though policy provides that insurer is only to be liable in the proportion in which the sum insured bears to the whole amount of insurance held by any parties having an insurable interest therein.

48-6

PROOFS OF LOSS.

Proofs of loss are no part of contract, nor do they create liability. They serve to fix time when loss is payable or when action may be begun.

49-3

Inspection and offer of settlement, and admission of liability, is a waiver of proofs.

49-3

Proof of loss under a policy may be waived by parol, though the policy requires a waiver to be in writing.

49-12

A demand by a company for further proof is a waiver of the right to object to the failure of the insured to furnish proofs

of loss within the time limited by the policy.

48-2

VACANCY.

Condition as to occupancy of dwelling is not complied with by placing farming implements in the house after removal of tenant.

49-7

Where a house built for dwelling purposes is used as a kitchen, such house is not vacant or unoccupied.

49-10

Temporary absence of a tenant at time of fire will not work a forfeiture under a clause providing for forfeiture if the premises become unoccupied.

49-12

It appeared that a vacancy permit for thirty days was made out by agent, but not delivered to insured, and there was no evidence of a permit that the house should remain vacant longer. The plaintiff could not recover where it was shown that the fire occurred after such thirty days.

49-12

When tenants abandon a building, but retain key by permission of owner, and leave a few empty barrels and boxes, the building is unoccupied, within the meaning of policy. The fact that local agent does not consider the building unoccupied, and therefore does not issue a permit, is immaterial. Though the knowledge of agent is that of company, there is no liability if the agent does not mislead the insured.

48-1

A policy on a house and barn, conditioned to be void if premises insured became vacant, becomes void only on the vacancy of both.

48-1

A policy providing that it shall at once become null and void, and the unearned premium be returned, if the premises become vacant without consent of company, is avoided by a vacancy of three days incident to a change of tenants. (Tex)

48-3

Vacancy incident to change of tenants will not avoid the policy. (Iowa)

48-1

"WHILE."

Where property is insured "while" in a certain building, the insured can not re-

cover if it is destroyed elsewhere, though then in its ordinary use. 48-6

CONSENT BY EX AGENT.

Insured removed property covered by policy to another building, and while therein the loss occurred. Oral consent to such removal by the local agent who issued the policy, although several weeks prior thereto he had ceased to represent the company. There was neither notice of nor consent to such removal on the part of the company. Held, that the oral consent of the person who had ceased to act as agent did not bind the company. 48-6

Where an insurance agent has authority to waive certain conditions in the policy, the exercise of such power after his agency has been revoked will bind the company, if the party dealing with him had no notice of the revocation. 49-8

KNOWLEDGE OF AGENT.

A company is estopped to deny existence of facts known to its solicitor at the time policy was written by him. 49-1

Where an assured correctly states facts in application, and agent misstates facts, the company is liable. 49-9

Knowledge of agent with authority to receive premiums and issue policies is knowledge of company. 48-5

TOTAL LOSS.

If a building is so damaged as to lose its identity and specific character as a building, loss is total. 49-3

To sustain a finding of an actual loss of a building, it is not necessary to show that all the material was actually destroyed. 49-7

Under valued policy law the stipulations of the policy must yield to the statute. Where several concurrent policies on a building have been written with consent of respective companies, and the building is wholly destroyed, each company is liable for the full amount of its policy. Machinery constructed for and used in a

mill is real property. An agreement between company and insured that said machinery shall be considered personally is invalid. If such machinery shall be temporarily removed, the fact of such removal will not render loss of building as a partial one, but the value thereof will be deducted from the amount of policy. 48-5

ADDITIONAL INSURANCE.

By delivering policies with knowledge, through agents, of the amount of insurance intended to be taken, insurer waives the condition as to other insurance. 49-11

Where agent fails to indorse permission for additional insurance, after promising to do so, the company is estopped to set up a provision against additional insurance. 48-5

Where an agent, who is also agent for another company, has issued policy for the latter company, the former company is conclusively presumed to have notice of the additional insurance. 48-5

By delivering the policy, knowing the existence of other insurance, the insurer waives the condition against other insurance. 49-7

Policy providing that it shall be void in case of subsequent insurance is avoided by such subsequent insurance, although such insurance is void by reason of a similar condition therein. 49-7

Insurance obtained by a third person upon a distinct and insurable interest does not constitute "other insurance" within the meaning of a clause providing apportionment in case of other insurance. 48-2

REPLACEMENT.

Notice of intention to replace property must be given within the specified time after proof of loss, and not within such time after service of award of arbitrators. 49-5

PARTNERSHIP.

Clause covenanting to pay insured or his assigns does not extend the insurance to a new partner's interest. 49-2

A company can not resist payment of policy obtained in good faith, issued to a firm when there is only one person in said firm. 49-7

A partnership has no insurable interest in household furniture or wearing apparel of one of the partners. A policy embracing these articles, as well as property of the firm, is void as to the former, though valid as to the latter. 49-8

ARBITRATION.

Where company's appraiser is a non-resident and refuses to accept as umpire a resident because he is not acquainted with him, and himself proposes non-residence only, such appraiser's conduct amounts to a refusal to arbitrate. 49-2

Submission to arbitration as to loss, excluding other questions, does not waive right to rebuild. Refusal to rebuild waives the right thereto. 49-2

Where company refuses to submit to appraisal except on terms imposing on appraisers duties and powers not prescribed or provided for in policy, the insured can maintain an action for the loss. 48-4

INCREASE OF HAZARD.

A company, in order to avoid a policy on the ground that the premises were put to a use not represented when the insurance was made, whereby the risk was increased, must show that the insured knew that such use increased the risk and the rate, and that he concealed it from the company. 49-7

Condition as to increase of hazard does not relate to subsequent sale under pre-existing judgment or incumbrance. 49-4

The fact that insured erects an addition to the building in which the insured property is situated does not show an increase of risk, without evidence as to distance between the addition and the other buildings. 49-11

SEPARATE CONTRACTS.

Where policy insures several articles in different amounts separately stated, per-

mission is granted to erect an addition "to be insured under the policy," the separate items constitute separate contracts of insurance, and the addition subsequently constructed is not insured. 48-3

INSURABLE INTEREST.

An attaching creditor has an insurable interest in buildings covered by his attachment. If he fails to procure any insurance on such interest, and the debtor takes out a policy at his own expense, held that the debtor effects insurance on his own interest and not on that of his creditor. 48-5

Clause in policy, taken out by a corporation, providing that the policy should be payable to a third person "as his interests may appear at the time," does not refer to the interest of the appointee in the property itself, but to his interest as creditor, or otherwise, of the corporation. It is not necessary that one to whom an insurance policy is made payable as his interest may appear shall have an insurable interest in the property. 49-12

GASOLINE.

The necessity of the use of gasoline in insured's business may be shown by evidence. Such necessity need not be an absolute one, but it is enough that gasoline is ordinarily used. 49-10

Though gasoline be necessary to carry on a restaurant, such use is contrary to an express permission allowing the building to be used only for mercantile purposes. 48-6

EXPLOSION.

Where policy provides against liability for loss caused by "explosion of any kind, unless fire ensues, and then for loss or damage of fire only," no liability exists for damage done by explosion caused by lighting of match in room filled with illuminating gas, since the explosion of the gas, and not the lighting of the match, is the proximate cause of the loss. 48-3

VERBAL CONTRACT.

The issuance of a policy is not necessary to a valid contract of insurance. If a

verbal contract to issue a policy is made with an authorized agent, without mentioning date for insurance to take effect, the risk commences immediately. 48-6

When an oral contract has been made, and property burns before the policy is issued, equity has jurisdiction to compel payment of the indemnity. 49-8

MUTUAL LIABILITY.

Members of mutual fire insurance companies can not be assessed to pay losses prior to the date of their policies. Such members can not withdraw from the company, and be released from liability for losses. 48-3

An assessment of a mutual, in winding up its affairs, may be made to include the expenses of receivership, and may be made large enough in amount to cover shrinkage and loss by uncollectable assessments. The right of receiver to make an assessment cannot be questioned when the order appointing him has not been appealed from. 49-10

LIABILITY OF BROKER OR AGENT.

Defendant broker or agent receive money for premium and promise to apply for insurance, but neglected to do so. It was held that as no particular company was mentioned as the one in which the property was to be insured, no company was liable. An agent who takes his principal's money under an express agreement to procure insurance, and fails to make an effort to secure the same, thereby assumes the risk, and becomes liable, in case of loss, to pay as much of the same as would have been covered by the policy for which his principal had paid. 48-3

LIMITATION CLAUSE.

Where a policy provides that no action shall be sustained unless commenced within six months after a loss shall occur, if the insured is reasonably induced by the conduct or statements of the company's agent to believe that the claim will be paid without suit, and therefore withheld bringing suit until after that period,

the insured will, in such case, be estopped from claiming the benefit of such clause in the policy. 48-3

Where insured is led to believe through negotiations with the company that his loss will be adjusted, the company waives a condition that suit must be brought within six months. 49-5

FALSE STATEMENTS.

False statements made to adjusters by the husband of the insured, with intent to deceive the company, will not defeat a recovery unless made with the knowledge and complicity of the insured, even though he has exclusive control of his wife's business. 49-8

Insured procured copies of invoices and willfully raised the amounts thereof so as to show purchases much greater than they were in fact, and by affidavit verified such false invoices. Jury found that the actual value of goods was less than insurance. Held, that there had been false swearing, and an attempt to defraud, which constituted a good defense to an action on the policy. 48-6

APPLICATION—WARRANTIES.

Where the application is made part of the contract of insurance, all statements of the insured therein relative to the use, care or character of the property are warranties, and must be strictly complied with, whether material to the risk or not. 49-6

MISCELLANEOUS.

Upon payment of loss, even though not legally bound to pay, the right vests in the insurance company to bring an action for damages against a third party whose negligence caused destruction of insured property. 49-6

Policy covering house and personal property, separately valued, is not avoided as to the personal property, though the building is on leased ground, by a clause that the "entire policy shall be void if the subject of insurance be a building on ground not owned by the insured in fee

simple." Such property, however, is void as to personal property, as well as to house, for misrepresentation as to title of land on which house is situated, under the clause stating that it shall be void if insured has misrepresented any material fact. 49-12

Anyone applying for insurance through a soliciting agent is bound to ascertain the scope of his authority. 49-6

To avoid contract, on discovery of error or fraud by agent, the company should repudiate his act as agent, and tender back the premium. 49-9

The insured is presumed to know the contents of his policy, and its contents are obligatory upon him. 49-9

Laws forbidding foreign companies to transact business within the state until they comply with the insurance laws does not affect the validity of a policy issued by a foreign company which has not complied with such laws. 48-2

An adjustment of a loss by a company having no knowledge of the violation of a policy, does not amount to a promise to pay or a recognition of the validity of a claim. 49-11

The term "buildings, improvements and other property" is broad enough to include "machinery, shafting, pulleys, belting, elevator and fixtures," if used or contained in buildings. 49-11

Where insurance is taken out in the name of one person, loss payable to another, and the latter obtains the insurance and pays the premium, he is the insured, and the one to whom the conditions of the policy apply. 48-2

Failure to provide with provision in policy requiring insured to keep a barrel of water in a certain place does not prevent a recovery where property could not have been saved when the fire was discovered, with the aid of said barrel of water. 48-5

The adjuster has no power to delegate his authority. If he appoints a sub-ad-

juster, the company must ratify his act to become bound by it. 48-6

In an open policy, in which an aggregate amount is expressed, there are as many contracts of insurance as there are indorsements on the policy of separate shipments of goods. 48-1

Temporary absence of watchman does not, under the watchman clause, necessarily release the insurer from liability for loss caused by a fire originating during such absence. 48-2

Unless the assignment operates as a forfeiture, it will not terminate the policy. It will either be void or carry the policy for all there is in it. 49-9

Notice to clerk of general agent who has power to solicit insurance is notice to said general agent. 48-1

A certificate was not furnished by the nearest magistrate and he was related to the insured. Held, that there could be no recovery on the policy. 48-4

A policy of insurance is a personal contract of indemnity, and cannot be transferred to a third person so as to be valid in his hands against the insurer, without the insurer's consent. 49-12

Clause providing that insured shall furnish inventory of damaged and undamaged goods does not require inventory of goods totally destroyed. 49-11

Notice of loss under a policy, sent by a local agent on information furnished by the insured, is sufficient. 49-12

ITEMS.—The Prussian National has been licensed to do business in Connecticut.—The area of standard street-car barns has been reduced to 20,000 square feet.—Four volunteer firemen in an Illinois town are under arrest, charged with incendiarism.—In Portland it is said the key-holes of fire-alarm boxes were recently stuffed with mud by discharged firemen or their friends; but they are not worse than the mayor who discharged competent firemen of other politics, and increased the fire loss by putting incompetent men in their places.

The Massachusetts Benefit Life.

The Massachusetts Benefit Life Association has been prominent in the public eye in a rather unfavorable light the greater part of this year. The fight in the legislature of Massachusetts in the early part of the year over the assessment bill is still remembered. The bill while applying to all assessment companies was aimed at the Massachusetts Benefit Life because it secured legislative authority for an investigation beyond the power and authority of the insurance department, and a committee of policyholders of the company had been trying in vain to get such an investigation as they wanted.

The legislative fight was sensational. The insurance commissioner appeared before the committee and opposed the bill as a reflection on his department. J. Hanscom Butler, the oldest assessment advocate in the state, and Geo. D. Eldredge of the Mutual Reserve Fund and National Life of Westfield, appeared at the various hearings of the committee and strongly urged the adoption of a substitute more acceptable to the assessment companies. Then came the Sanger bribery charges, in which it was charged that Senator Sanger had been asked by a friend of Mr. Litchfield to vote against the bill. These charges were finally dropped, but the moral verdict was that Senator Sanger had very nearly proved his case.

The bill was finally passed, and its opponents then directed their attention to Acting Governor Wolcott with a view to secure his veto. This they were unable to do, as he signed the bill and it became a law on June 6th of this year. The whole bill, with the exception of the first section, became operative immediately on its approval by the governor. The first section which requires these companies to print the words "assessment plan" on their policies, was to take effect July 1st in order to allow the companies time to adjust themselves to the new order. Three months have elapsed and but a small percentage of the companies have satisfactorily complied with the law.

The third section provided that whenever ten per cent. of the Massachusetts members of a domestic company petitioned the governor, he should appoint a commission of investigation, and the law expressly gives such a commission full power to call for such witnesses, papers, etc., as they deem necessary, and to employ such counsel and expert assistance as they may require. The commission is also authorized to summon and examine

under oath "the directors, officers, agents, trustees and any other person in relation to the company's business, its present and past affairs, transactions and condition."

Then commenced the struggle to get the required number of signatures to a petition for the appointment of such a commission to investigate the affairs, "*present and past*" of the Massachusetts Benefit Life.

While professing that he courted investigation, President Litchfield did all that he could to thwart such an investigation. At that time outsiders knew nothing of the iron-clad agreement of the incorporators of the association, in which they bound themselves not to reveal the secrets or workings of the associations. The 1,100 names which constitute ten per cent. of the Massachusetts members, according to their report for 1895, could have been obtained in the single city of Worcester, Mass., had the committee had any means of getting at the membership.

We would expect a company that was fighting an investigation to use all the means that brains and shrewdness could devise to defeat it, but we do not expect such action from a concern which "courts investigation."

Names for the petition came in pretty lively at first, but later, as the company's agents got their work in they came more slowly and finally ceased for a period of five or six weeks, and the prediction was freely made that the attempt had failed and no such investigation as the new law provided for would be had. Then came the New York *Herald* article of September 6th, which was reproduced in the Boston dailies of the next day. W. A. Simmons, the inspirer of the article, is a much discredited man in Boston, but the fact remains that he was president of the association and his name appears first in the *fac simile* of the signature to the ironclad agreement as given in the *Herald*.

This article caused widespread comment, and interest which had begun to lag was awakened and names for the petition began to come in to the committee again. There may be, as the management claims, nothing to conceal in their conduct of the association, but people are wondering why it became necessary for the members of the "stock company without stock," as Major Merrill describes it, to sign an agreement not to reveal the "secrets or workings" of the association.

The Margesson case probably furnishes one reason why the management courts investigation by its friends, but is fighting in every

way possible an investigation by a governor's commission. The supreme court of Massachusetts decided against the association in this case, and it is quite possible that there are many more such cases on the company's books, and it is fair to presume that an investigation would show up such cases, with the result of more law suits and a decision of the supreme court as a precedent against them.

It is supposed that Mr. Litchfield and his associates have made and are making a handsome profit out of the expense fund of the association, which, under their charter, is a perfectly legitimate transaction, and speaks well for their business sagacity and ability. But it is charged that the management's right to these profits is based on its members' certificates in the association, and that there are many other members who held similar certificates but who were induced to exchange them for new ones under a pretext of getting a better policy. If this is true, an investigation on the lines desired would show it, and an accounting would be called for.

About this time Major Merrill again appears on the scene (figuratively speaking, because as a matter of fact he was on a sick bed) in a letter dated Sept. 21st, in which after reciting the facts in the case, he asked the following gentlemen to serve as a committee to examine the association: Hon. John Haskell Butler, the leading assessment man of New England; Gen. Chas. H. Taylor, Boston *Daily Globe*; Col. Edw. B. Haskell; Hon. Daniel E. Damon, and Hon. S. S. Blanchard.

The appointment of this committee has called forth considerable criticism. Leaving personalities aside, the principal objection to this committee is that it would accomplish nothing. It would have no more authority than any other examination by the insurance department, and it is only a year since the department had a full and complete investigation as far as its powers went. A duplicate of that investigation is not wanted, because it could not compel the management to answer any of the vital questions concerning its practice on cases similar to the Margesson, nor could it compel "the secrets or workings" of the association to be revealed.

The gentlemen who have been asked to serve on this latest committee evidently realize the difficulties of their position, for up to the date of present writing they have not replied to Major Merrill's letter asking them to serve.

It seems a foregone conclusion that an investigation by a governor's commission will be held, and the use of an extra one is not apparent. The Coolidge committee, as it is called, now claim over 900 names on their petition, and they expect to get the balance of the required number in a short time.

The management of the Massachusetts Benefit Life claims that it is being persecuted, by this attempt at investigation by others than its friends, but if it is true that there is nothing to be feared by investigation, then they may be sure that, if it is had, the sense of justice and fair play of the public will only strengthen its hands and help them to make the Massachusetts Benefit the largest and most successful concern of its kind in the country.—*The Surveyor*.

What Accident Company Was It?

A recent number of the New York *News Letter* contains the following:

On the afternoon of Sunday, September 6, 1863, a Mrs. Feital traveled from Charlestown to Boston. The horse car in which she rode met with an accident, by means of which Mrs. Feital received certain injuries. For these injuries she was refused payment by an accident insurance company on the ground that at the time of the accident she was acting in violation of the laws of Massachusetts, which prohibits traveling on Sunday except for purposes of charity or necessity. There is such a law in Massachusetts, to which, of course, very little heed is paid. People in Massachusetts, just as in other parts of the country, make use of the horse cars on Sunday in getting about. Not many of the people who travel on Sunday in that state know that there is such a law; it is probable that Mrs. Feital did not know it. But that was no excuse, the principle of the law being "ignorance of the law excuses nobody." She claimed she had been attending a religious meeting, pronounced a business of charity or necessity. The meeting which Mrs. F. attended was a spiritualistic camp-meeting. The jury decided that it was a religious meeting, and so Mrs. F. got her money.

In many policies, death, or an accident, taking place when the insured is acting in violation of the law, invalidates insurance. The law which Mrs. Feital violated is a peculiarity of the penal code of Massachusetts. But the penal codes of all the states contain laws, the existence of which the great majority of their citizens do not suspect. For

instance, in the state of New York it is contrary to law to ferry anyone across a river without authority to do so; or to teach a boy under sixteen to ride on a bicycle; or to stand in the street with your face painted; and to do many other things which would at first sight appear innocent enough.

Boards of Trade Life Insurance.

The New York Produce Exchange has had a life insurance adjunct for about fifteen years. It is an active exchange. Its members are active business men, with the young men largely predominating. When first organized there was no discrimination as to age or physical condition, and assessments were limited in number, but the increasing mortality necessitated the removal of the assessment limit, and a heated discussion is now on. The younger members grumble because they are inequitably taxed for the advanced age and impaired health of others. A refusal to pay assessments is talked of, as is also a receiver for the life insurance section.—*Insurance World*.

The Cincinnati Chamber of Commerce has just had another ground scuffle with itself on the subject of the life-insurance clause in its constitution. This clause provides for the payment of \$250 for each certificate owned by any member who dies. There is quite a death rate, and the provision is costing the chamber up to \$3,000 per year. A large body of members are opposed to the business of insuring in connection with the regular chamber of commerce business, but it will take a two thirds vote to repeal the measure. The chamber is in need of money badly, and is being forced to retrench on every possible side; hence the periodical attempt to wipe out the insurance feature.—*Insurance Herald*.

THE GERMANIA LIFE INSURANCE COMPANY is a striking example of the possibilities of a life insurance company founded on correct principles, and conducted with ability and integrity on conservative and sound lines. The company was founded in 1860 by a number of New York merchants, and its growth was so steady and rapid that in thirty years it was the fourth of the New York companies in point of magnitude. It has always paid particular attention to limited life and endowment policies, and its contracts have always been marked by extreme liberality. Among its specialties is the duplex bond plan, in which the policies become payable at the time to

which the insured is expected to live according to the table of mortality, or at previous death. They are endowment insurance policies for the expectation of life, and premiums are payable during one-half only of that period. Hugo Wesendonck, the president of the company, was one of its founders, and in the thirty-six years of his connection with it he has seen it grow from the lusty infant of 1860 to the giant of 1895. It is given to few men to see such results of their labors.—*Insurance Opinion*.

Our Exchanges.

ALL our exchanges speak in high terms of Editor Hayden's paper, on "The Dignity of a Profession." A quotation is printed in this number.

THE editor of the *Insurance Record* of New York, Nat. B. Freeman, died on November 2. Mr. Freeman was one of the brightest writers on the insurance press.

THE *Raid-iator* for October hotly affirms of itself that it is the only "really first-class" insurance journal in all New York. Livingston, look to your laurels.

PRESIDENT PATTERSON of the Union Central Life has returned home from a tour of Europe, with increased admiration for his own country. It was the first real vacation he had taken in fifteen years.—*Indicator*.

Insurance surprises its readers with the assertion that there is no "insurance at half price." Turning to the advertisement of the Mutual Reserve Fund, we note that that association and chief patron of *Insurance* no longer advertises "insurance at half price."

WRITING of the Phinney case, where a clerk failed to indorse the writ of error on which the appeal was based, the *Weekly Underwriter* says: "Inquiry at the office of the company's counsel elicited the opinion that it cannot be made to suffer through the fault of a public official, when it has itself complied with all the legal requirements."

THE New Orleans insurance press, circulating in an ultra silver mono-metallic territory, was apparently handicapped in "the battle of the standards." The *Vindicator* remained neutral, but the *Agent* boldly championed sound money. The insurance department of the *States* showed up the evils of free silver, while the political department on the next page obscured the real issue in clouds of Bryan ink.

Pro-Rata Liability; Or So-Called Co-Insurance Clause.

BY "A VICTIM OF UNDERWRITING."

[From the Special Number of *The Standard*.]

It is understood and agreed that in case of loss this company shall not be liable for any greater proportion of any loss than the amount hereby insured on each item above mentioned bears to 80 per cent. of the value of each of said items respectively. Also that when a loss does not exceed 5 per cent. of the insurance, a special inventory or estimate of the undamaged property to ascertain values will not be required.

In view of the efforts that are continually being made to throw discredit and contempt upon this most necessary and beneficial clause for both underwriter and assured, I cheerfully comply with your request to state, as concisely as possible, why it is absolutely indispensable for the proper conduct of the fire and marine insurance business, if the greatest security, at the lowest and most equitable rates of premium, is an object to be desired.

It will hardly be questioned that insurance is a voluntary tax raised by private corporations to protect its patrons against the dishonesty, carelessness, accidents and thoughtlessness of the community. If that be conceded, it follows that out of regard to their patrons and to common sense, justice, honesty and fair dealing, the tax should be raised as other taxes are raised, viz., on the value of the property protected. It would be the height of absurdity for a municipality to attempt to establish and collect a rate of taxation without an assessment of the value of each piece of property taxed. No community attempts such an absurdity. Yet, by attempting to fix a rate of insurance without having fixed the basis of insurance to be carried, underwriters are doing, or attempting to do, that very absurdity, and designing, interested and ignorant business men are endeavoring to continue such methods, and have even enlisted politicians to influence legislation to prohibit the use of this very proper clause; and a few states have gone so far as to outrage intelligence, correct under-

writing practices and good government by prohibiting its use.

The question naturally arises, Why does it suddenly become imperative *now*, when it has not been required to any great extent heretofore? The answer is that it is a mistake to suppose that the principles of the pro rata clause have not always been and always must be, the basis of every insurance contract. It is now the basis of *every marine* insurance contract, both here and abroad. Every insurance contract in Europe is limited in its liability to the proportion that insurance bears to value, except where a percentage loss clause is used, and the manufacturing mutual combinations, which have worked so successfully among the mills and manufacturing risks of this country, have always made the amount of insurance to be carried a primary factor in the negotiation of their contracts. That it has not been a condition of our fire policies here may be ascribed to the fact that the rates charged were supposed to be so ample as to provide against the *worst* contingencies that are likely to arise, rather than against the average or existing circumstances. And if we had to-day the practices and rates of thirty or forty years ago to apply on the same class of risks, with only the same competition as then, no doubt the underwriters could well afford to overlook the absence of a pro rata clause; but we must remember that formerly the assured and the underwriter met; a declaration of the value of the property and insurance to be carried *was* made, and thereon the rate was fixed by the company, not by one company for all and published in advance of being wanted, but by one company for itself and for that particular transaction alone. To-day, however, company and assured hardly ever meet. In all the principal cities the business is done almost exclusively through brokers; rates are expected to be made and published in advance of being wanted, not published by one company to cover one transaction, of which all the necessary data has been given, but by the combined wisdom of

board or tariff organizations, to cover anything and everything that may be in or about the risk. Instead of the former modest, at most 50 by 100, four or five story building, we now must provide for risks that tower above the most pretentious church steeples and cover acres of space under one roof, and for buildings which contain more furnaces and machinery for light, heat and power than would formerly have been required by the whole town.

Under such changed circumstances, it goes without saying that the old methods of fifty or one hundred years ago are not now practicable; that a basis of insurance to be carried *must* be established to make *rating possible*. A trader may barter and exchange his goods without fixing a definite price on each article, but if he publishes a price-list a quantity must always accompany the price; and so must the quantity of insurance wanted always govern the rate at which it can be carried, and as it is impracticable for anyone but the assured to keep track of the fluctuating values of his property, that duty is left to him by fixing the rate on a percentage (80 per cent) of insurance to be carried; or, in other words, subject to the 80 per cent. *pro rata* clause. This leaves it optional with the assured to keep fully insured, or to run a risk of 20 per cent. loss in case of a total destruction of the property.

Eighty per cent. was preferred to a "full" *pro rata* clause, as the underwriters considered it the most equitable and nearest the average of existing insurance, and because they preferred the assured to have something at risk in case of total destruction; also because they did not want to be responsible for forcing over-insurance by making a full *pro rata* clause obligatory. The per cent. fixed is, however, immaterial so long as a percentage is fixed upon which rates can be based. This clause is only a "co-insurance" clause when the assured chooses to make it so by carrying less than 80 per cent. insurance.

No reliable loss statistics have been or

ever will be gathered by the companies to answer as a basis for establishing rates, so long as a company can be made to pay a greater percentage of loss on the value at risk than the assured paid a premium for. The *pro rata* liability clause, therefore, stands for the fundamental principles of successful and cheap insurance, namely, mutuality of interest between insured and insurer. It permits broader and more liberal forms; promotes more liberal settlements, and protects insurance capital against undue contribution. It stands for better practices and introduces system and reliable loss statistics as a factor in the establishment of rates. It places the rate-making power in the hands of the underwriter, instead of being subject to the caprice of the assured. In short, its universal adoption stands for "good government" in insurance matters.

To continue to do business without this clause means to continue to pit the insurer against the insured, each trying to get advantage of the other; the one in the rate, the other in the amount of insurance he will decide to carry. It will continue gambling in insurance, instead of intelligent underwriting. In short, it means the continuance of the experience of the last twenty years, which has retired over three hundred stock companies and innumerable mutuals and Lloyds, representing over a hundred millions of assets.

It has come to stay, but until it is firmly and universally established, Lloyds and all sorts of gambling experiments will flood the country and prevent successful, sound and safe underwriting.

ITEMS.—Geo. H. Binney, at one time a well known agent in Boston, was last month sentenced to six months imprisonment in England for borrowing money without disclosing the fact that he was a bankrupt. Six years ago a Boston editor was sure Binney was going to the devil because he paid 25 cents apiece for his cigars.—Mrs. S. Beck, Seneca Falls, N. Y., advertises: "Here I am once more! The well known, wide fame, notorious, cut-rate

Northwestern National Ins. Co." Possibly Mrs. B. does not know the meaning of "notorious."

Fidelity & Deposit Company of Maryland.

Frank L. Gilbert has been appointed general agent for California, Oregon and Washington, of the Fidelity & Deposit Company of Baltimore, with headquarters in San Francisco. Mr. Gilbert is an experienced man in the surety bond business, and is now organizing his territory by the appointment of local agents in all the principal cities and towns in the three states under his supervision. In the larger cities, such as Seattle, Portland, Los Angeles, San Jose, Sacramento, etc., local boards will act as advisory to the local agent, and surety bonds will be furnished on short notice, by the approval of the local boards. The general office of Mr. Gilbert will be with Voss, Conrad & Co., 204 Sansome St., in this city, where all business in the three states mentioned above will report.

The Fidelity & Deposit Company has a cash capital of \$750,000, and on January 1, 1896, its assets were nearly \$1,500,000, with a net surplus of \$400,000.

The Fidelity & Deposit Company does a purely surety bond business. It is accepted by the United States government as sole surety on bonds of distillers, collectors of customs and internal revenue, gaugers, storekeepers, and other government officials and employees. It also becomes surety on bonds of contractors, officers and employees of banks, mercantile houses, railroad, express and telegraph companies, officials of states, cities and counties, and on bonds of executors, administrators, guardians, trustees, receivers, assignees, committees, and in replevin, attachment and injunction cases and all undertakings in judicial proceedings.

ONE of the speakers at the recent meeting in Washington said: In the years 1893-4-5 six hundred and eighty-nine banks (national, state, savings and private), involving assets to the amount of \$200,801,795, were unable to withstand the financial

depression, and were compelled to close their doors. During these years of extreme money stringency and paralysis of all kinds of business not a single American life insurance company failed, and the total amount paid to policyholders exceeded \$350,000,000. This vast amount of money was distributed throughout the country at a time of extreme need, and was paid with perfect ease and without delay.

The Greatest Impediment to Life Insurance.

The contract given a life insurance agent should be surrounded by conditions so effectual, that by the slightest infraction he should be disbarred from ever again working for a life insurance company. Under such circumstances, the reputable life man would very shortly command the respect due him, and could enter a man's business office or his home, and lay before him his proposition uninterrupted and unchallenged.

With character, dignity, respect for personal appearance, a solicitor representing a clear contract, untrammelled in his visits by previous misrepresentations of some worthless garbler, hired irrespective of any insurance record or character, can, without a shadow of doubt, have the confidence of the entire community among whom he is working, and at the same time be proud of his profession.

Until life insurance companies and managers cease to turn loose on the public men who have glib tongues but no recommendations whatever, with literature and applications to write life insurance through trickery and deception, the time will only be longer delayed when the worthy life man will turn in one hundred and fifty thousand every month to his company, where he now hands in twenty thousand at best.

There is no institution on earth that can offer the same advantages to a man and his family as the sound life insurance company, and at the same time none so careless of whom it employs as agents. This is the reason why young men of education and means never embrace the profession of life insurance soliciting of their own

volition. It is and always will be the last resort of a man after many other unsuccessful business ventures, and even then he takes hold with only a Micawber-like interest.

A nobler profession and one fraught with more incentives for good results it would be difficult to find. If presidents and prominent officials of large life companies came more in contact with the men allowed to be employed by their managers (through the lax requirements of the companies), and knew their loose ways of writing business, the profession of life insurance soliciting would soon be elevated so that any conscientious man would be proud of the vocation and his associates.

Until a general weeding out takes place through the concerted action of our large life companies requiring every man representing them as special agents to give a twenty-five hundred dollar bond, account for himself thoroughly as to his character, especially his ability to avoid telling and embellishing lies, the life insurance agent will always be upon the par of a book agent, with a hard fight before him to accomplish poor results.

—STUYVESANT.

International Fraternal Alliance.

"The loosest kind of a hat-passing scheme," this Baltimore enterprise, according to the report of the examiner for the New Jersey insurance department. Of the \$111,768 loans on real estate, \$100,000 is the amount of a single loan, on Tennessee mineral land and plant, under foreclosure and interest in default for three years. A suspicious item truly. The assessment feature, the examiner says, is studiously disguised. The application contains an agreement that the by-laws in force or as *hereafter* amended, shall be a part of the contract. The by-laws covering forty-eight closely printed pages, provide that the "insurance" may be scaled down to the proceeds of a single assessment. The old seven year endowments, not appearing in the liabilities are about to mature, and there are no available funds to pay them. All the facts point to

the speedy downfall of this wildcat, as predicted by this journal a couple of years ago.

More or Less Unmeaning.

We print this month, for the entertainment of our life readers, a "gain and loss exhibit" compiled by the Wisconsin insurance department. Statistics of this kind are generally meaningless, for the amount of new business or the size or age of the company, or the proportion of a certain kind of insurance, deprives the percentage of any real value. The best company, if there is such a thing, may make the poorest showing, and the most economically managed may seem extravagant. The reader should accept these compilations with a mental reservation, whether they come from an insurance commissioner or an (New York) insurance journal.

Not Populistic.

The Rocky Mountain states and Washington voted for the unlimited coinage of 50 cents worth of silver as a dollar, at the recent election. In all these states, excepting Washington, silver-mining interests are very extensive. The free silver folly was supported in the vain belief that these interests would be largely and permanently benefited by independent free coinage. Equally good friends of silver thought otherwise, and they won in the electoral fight. We refer to this matter, to assure our Eastern readers, especially investors and insurance managers, that these states are not Populistic. No such legislation against capital and corporations generally, as advocated by Populists, need be feared in the Pacific West. Even in Washington, where by fusion a Populist governor was elected, the legislative strength of this socialistic element is weak. Washington has great resources, and in developing them, capital will be protected and rewarded.

ITEMS.—United States Manager Endicott of the Employers' liability is in Europe.—Referee Reed's first decision was against Chas. B. Gallagher, of Des Moines, charged with rebating. The

Southern Tier Masonic Relief Association of New York, twenty-nine years old, has about reached the limit. It now offers \$525 in full payment of a \$2,000 claim. The "insured" believed in "fraternal" cheap insurance, and scouted the idea of a reserve. His widow pays the penalty of his folly.—The St. Louis *Globe-Democrat*, threatened with a libel suit, has apologized to the New York Life Ins. Co. for misstatements.

Ancient Order of United Workmen in the Courts.

The litigious A. O. U. W., a professedly fraternal society, actually a place-hunters' project, is resisting an eminently just claim in New York. John Armstrong of Buffalo was a member for nineteen years, and paid all dues and assessments. Now it transpires that the records make his age 40, whereas he was 48, as he always said, when he became a member. There were no signed applications in those days, and there is no evidence and no probability that Armstrong represented himself to be younger than he really was. There was no pecuniary reason for such misstatement, for there were no graded rates. The assessment at age 40 was not less than at 48. Armstrong left children who needed the money, but this "charitable," "fraternal" order refused to pay them a dollar. The jury was out only a few minutes, and returned a verdict against the order.

This case is the most flagrant example of bad faith ever recorded against an insurance society. The only explanation seems to be the inability of the order to meet its obligations. Members may expect resistance of equitable claims on equally weak grounds over all the country, in the near future. The fact is, the Ancient Order of United Workman is insolvent, and this sad fact is beginning to be recognized by the salaried managers. When the members also realize the situation there will be a stampede. The graded assessment plan, now being adopted, can not save the order from dissolution. There is no reserve fund to meet the liabilities of the great number of impaired lives. If all

the members had just passed a medical examination and henceforth should pay the new graded rates, the order would have a long but not a permanent lease of life. But the members have not just passed the medical examination. The impaired life liability is enormous, and it can never be met. The Ancient Order of United Workingmen is doomed!

Victoria Board of Fire Underwriters.

The annual meeting of this board was held October 21. Eleven members were present. There was some talk of a lower basis rate on suburban dwellings than on farm dwellings, but after some discussion it was resolved to maintain the present rate. As a number of dwellings are being wired without inspection, it was resolved to ask the city council to appoint an inspector of electric-wire installations. It was strongly urged, in a letter to the city council, that a fully paid fire department be adopted in place of the present call system. Secretary Elliott reports that the loss sustained by the companies in Victoria during the year ending September 30 amounted to only \$8,294, against \$21,857 in the previous year. Mr. Elliott was re-elected secretary-treasurer. The following members were duly elected to serve on the executive committee for the ensuing term: C. E. Dickinson, Richard Hall, H. M. Graham, C. B. Stahlschmidt and R. S. Day.

Australasia.

WE FEAR that New Zealand is becoming like Kansas—Populistic, with visionary and corporation-hating schemes of legislation. If so, it has a sad future. Little can be accomplished without capital, and capital will not go where it is assaulted and penalized and robbed. There is a bill before the colonial legislature, which declares that it shall not be lawful for any employer to take or receive or deduct money from an employe, for any policy of insurance against accident. Nor lawful for any insurance company to receive from any worker any money for any policy which indemnifies the worker for an

accident and releases the employer from any liability therefor. Where is there any personal liberty or right of individual contract under such legislation? The law-makers who pass such a bill are as dogmatic and despotic as the Populists of Kansas.

THE *A. F. G. & I. C.* says the fire business in South Australia is deplorably disorganized, and that the Westralian offices will increase rates because of inadequate water supplies.

THE Australasian Mutual Prov. Society has so changed its by-laws that additional insurance can be placed on the lives of members living outside of the colonies.

The suicide risk is also covered from date of policy, to the extent of a creditor's interest. Directors may be re-elected, and the salary is increased to \$1,250 a year. Under the new rules, a minor may assign a policy.

Dignity of a Profession.

I am going to ask your attention for a few moments to a well-worn theme: "The Dignity of a Profession." You have all heard it talked about in after-dinner speeches, but usually as a something which adhered in the occupation itself, and which would not belong to you if you were engaged in any other profession, as something that clothed you as with a garment, that gave to you character and prestige and an unique place in the social world. I have never taken much stock in this sort of borrowed dignity, believing that it should be the man himself that should confer dignity upon the profession, and not the profession upon the man. I read not long since in some translations from the Talmud those "tales that the Rabbins have told:"

Get your living by skinning carcasses in the streets, if you cannot otherwise, and do not say "I am a great man, this work would not befit my dignity." Not the place honors the man, but the man the place.

It will thus be seen that this view of the dignity of one's calling is not a new one; it is no invention of recent date, but one that comes down to us with all the sanc-

tions of age and usage, as a thing which is really a part of us, and not merely a cloak to cover us, and possibly to disguise our weakness and follies. It is not the work so much as the manner of doing it that gives dignity to a profession. *H. R. Hayden.*

Statutory Notice—Neglect of Clerk of Court.

Mrs. Nellie Phinney, widow of Gay Phinney of Seattle, has gained a victory in the federal court of appeals, on technical grounds. Phinney had abandoned his policy, and the company (the Mutual Life) had treated it as canceled for non-payment of premiums, etc., but the widow sued and was successful in the North, getting judgment for \$97,012. Notice of appeal was given. When the papers in the case reached the clerk of the court of appeals in San Francisco it was found that the clerk of the court in Washington had not recorded the filing of the writ of error. Judges Ross and Hawley decided last month in favor of the contention of the plaintiff's attorney, and dismissed the action with costs to the defendant company. Judge Gilbert gave a dissenting opinion, holding that the indorsement on the writ of error by the clerk of the court below was not essential. The fact that he had the document in his possession was all that was necessary. There was also a provision in the policy which waived statutory notice, but the Washington court ruled that this provision had no force. It is to be regretted that the court of appeals could not rule on this point, and also on the contention of the company that as the policy was written outside of the State of New York its statutes would not apply to a contract written outside of the state. An appeal will probably be taken to the federal supreme court.

ST. LOUIS. Rates are now the same in the congested districts, as in 1899, the 20 per cent. advance having been rescinded because of improved fire department.

A PLUCKY FIGHT against the possible abuse of state insurance supervision is being made by the Guarantors Liability of Philadelphia. We hope the company will win.

Summary of United States Fire Business.

States.	Years.	Written.	Premiums.	Rate.	Losses.	Loss Ratio.	Actual Result.
Alabama . . .	17	\$802,371,268	\$11,584,645	1.44	\$6,760,371	58.4	93.4
Alaska . . .	6	7,077,230	192,848	2.51	54,498	28.3	63.3
Arizona . . .	12	33,225,145	870,855	2.62	488,594	56.1	91.1
Arkansas . . .	21	416,398,426	8,553,836	2.05	5,835,437	68.2	103.2
California . . .	25	7,171,829,891	114,198,849	1.59	44,257,623	38.7	73.7
Colorado . . .	14	933,088,896	16,341,841	1.75	7,000,475	42.8	77.8
Connecticut . .	25	4,722,007,813	45,651,564	0.97	21,994,929	48.2	83.2
Dakota . . .	7	282,991,015	6,327,503	2.24	2,852,259	45.1	80.1
Delaware . . .	16	482,890,739	2,905,323	0.60	1,640,382	56.5	91.5
Dist. Colum . .	13	532,920,565	3,459,301	0.65	1,391,971	40.2	75.2
Florida . . .	17	302,522,005	5,690,462	1.88	3,963,024	69.8	104.8
Georgia . . .	15	1,842,855,669	22,847,680	1.24	14,304,047	62.6	97.6
Idaho . . .	13	36,221,774	1,009,566	2.79	723,531	71.7	106.7
Illinois . . .	27	18,036,065,545	207,628,742	1.15	94,236,221	45.3	80.3
Indiana . . .	18	1,268,371,309	44,948,409	1.15	25,806,396	57.4	92.4
Indian Ter. . .	8	18,469,663	514,877	2.79	488,503	94.9	129.9
Iowa . . .	26	4,217,988,417	72,526,210	1.72	28,767,825	39.7	74.7
Kansas . . .	24	2,006,707,177	30,077,486	1.50	14,359,761	47.8	82.8
Kentucky . . .	26	3,510,677,660	45,298,369	1.29	26,176,069	57.8	92.8
Louisiana . . .	14	2,837,100,872	30,753,015	1.08	17,081,194	55.5	90.5
Maine . . .	28	2,094,795,931	26,700,018	1.27	17,480,127	65.5	100.5
Maryland . . .	24	5,467,791,045	38,274,494	0.70	21,242,791	55.5	90.5
Mass. . .	24	17,022,168,029	179,406,809	1.05	94,614,283	52.7	87.7
Michigan . . .	26	5,327,648,010	74,203,665	1.39	41,286,316	55.6	90.6
Minnesota . . .	24	3,859,610,072	55,711,383	1.44	33,371,759	59.9	94.9
Mississippi . .	13	374,156,107	6,892,610	1.84	3,786,492	55.0	90.0
Missouri . . .	24	7,095,308,428	87,467,208	1.23	54,542,116	62.3	97.3
Montana . . .	14	251,814,079	5,686,419	2.26	2,048,473	36.0	71.0
Nebraska . . .	19	1,419,730,205	22,522,258	1.58	10,512,229	46.7	81.7
Nevada . . .	13	50,775,986	1,337,282	2.63	556,873	41.6	76.6
New Hamp. . .	27	1,314,874,810	16,964,203	1.29	9,262,447	54.6	89.6
New Jersey . .	20	6,289,407,770	50,993,743	0.81	25,513,242	50.4	85.4
New Mexico . .	14	89,629,871	1,858,411	2.07	968,871	52.1	87.1
New York . . .	23	68,517,866,623	432,063,752	0.63	244,506,494	56.6	91.6
N. Carolina . .	16	566,898,465	8,911,787	1.57	5,643,674	63.3	98.3
N. Dakota . . .	7	137,536,338	2,752,666	2.00	2,345,657	85.2	120.2
Ohio . . .	28	12,145,187,740	148,564,107	1.22	83,706,319	56.4	91.4
Oklahoma . . .	5	15,749,471	392,792	2.49	118,119	30.1	65.1
Oregon . . .	13	439,329,307	9,728,344	2.23	3,864,334	39.7	74.7
Penna. . .	23	16,597,447,024	176,321,601	1.06	109,415,835	62.1	97.1
Rhode Isl'd . .	27	6,102,388,103	57,243,613	0.94	18,447,693	32.2	67.2
So. Carolina . .	14	623,016,830	7,711,161	1.24	4,485,879	58.2	93.2
So. Dakota . . .	7	144,017,226	3,262,825	2.27	1,462,185	44.8	79.8
Tennessee . . .	26	1,701,431,817	26,096,685	1.53	16,812,000	64.4	99.4
Texas . . .	31	2,594,624,473	45,886,551	1.77	29,933,107	65.2	100.2
Utah . . .	14	153,059,040	2,769,303	1.81	1,250,330	45.2	80.2
Vermont . . .	19	637,454,788	9,205,704	1.44	6,816,140	74.0	109.0
Virginia . . .	13	1,340,665,065	17,593,510	1.31	11,001,056	62.5	97.5
Washington . .	18	367,685,859	9,500,146	2.58	7,738,129	81.5	116.5
W. Virginia . .	14	307,220,254	3,653,970	1.19	2,066,994	56.6	91.6
Wisconsin . . .	27	4,975,101,458	70,414,022	1.41	43,507,072	61.8	96.8
Wyoming . . .	14	70,066,330	1,333,653	1.90	598,726	44.9	79.9
Canada . . .	27	12,426,449,522	120,870,392	0.97	75,903,740	62.8	97.8
53 States . . .	979	\$229,980,287,155	\$2,393,676,468	1.04	\$1,302,792,612	54.4	89.4

Miscellaneous American Insurance Premiums.

ACCIDENT PREMIUMS.

1895.

Fidelity & Casualty, N. Y.	\$ 829,287
Preferred Accident, N. Y.	835,080
Employers Liability, London	216,525
Pacific Mutual, S. F.	267,355
Frankfort (in California)	16,230
Standard, Detroit	625,860
Travelers, Hartford	2,140,186
Great Eastern, N. Y.	58,607
Interstate, N. Y.	103,601
United States, N. Y.	266,872
London Guarantee	125,474
Union Casualty, St. Louis	396,898
Central Accident, Pittsburg	12,884
Ocean & Accident & G., London . .	10,776

EMPLOYER'S LIABILITY PREMIUMS.

1895.

Fidelity & Casualty, N. Y.	\$ 880,525
Standard Life & Accident, Detroit .	315,532
Travelers, Hartford	503,540
Employers Liability, London	728,673
U. S. Casualty	53,996
Guarantors Liability, Phila.	800,147
London Guarantee	381,362
Union Casualty & Surety, St. Louis	338,362

PLATE GLASS PREMIUMS.

1895.

Fidelity & Casualty, N. Y.	\$ 262,351
Lloyds Plate Glass, N. Y.	392,184
Metropolitan, N. Y.	249,175
New York Plate Glass	194,565
New Jersey	49,341
Union Casualty, St. Louis	54,204
Citizens, Pittsburg	1,198
United States, Philadelphia	20,527

FIDELITY PREMIUMS.

1895.

American Surety Co., N. Y.	\$ 599,990
Fidelity & Casualty, N. Y.	228,533
Employers Liability, London	22,053
American Bonding & T., Baltimore .	29,429
U. S. Guarantee, N. Y.	92,617
Guarantee, Canada	204,197
London Guarantee	10,369

SURETY PREMIUMS.

1895.

Pacific Surety, S. F.	\$ 23,733
American Surety, N. Y.	413,352
Fidelity & Deposit, Baltimore . . .	313,093
National Surety, Kansas City . . .	182,482
Lawyers' Surety, N. Y.	96,472
City Trust, Safe Deposit & S. . . .	95,888

STEAM BOILER PREMIUMS.

1895.

Fidelity & Casualty	\$ 235,240
U. S. Casualty	6,904

Guarantors

1895.

Hartford Steam Boiler	\$92,060
Union Casualty	26,445

BURGLARY PREMIUMS.

1895.

Fidelity & Casualty	\$ 75,010
New England Burglary, Boston (or- ganized Dec. 10)	

A Governor on the Valued Policy Bill.

The first condition of the standard policy is that the insurance company "shall not be liable beyond the actual value of the property at the time any loss or damage occurs, and the loss or damage shall be ascertained or estimated according to such actual cash value, with proper reduction for depreciation, however caused, and shall in no event exceed what it would then cost the insured to repair or replace the same with material of like kind and quality." All experience tends to prove that this is a wise limitation upon the rights of the insured. Over-insurance and over-valuation are conducive to fraud, perjury and arson. They breed crime the most dangerous and demoralizing. Commonwealths which in obedience to a false public clamor have engrafted a contrary principle upon their insurance laws, have reaped the whirlwind, and in the end honest insurers will have to pay the penalty in largely increased rates. The experience of our sister and neighboring state of Ohio has been that under the "valued policy" law the amount of risks written increased rapidly, but the losses increased even more strikingly. The provision of the bill under review which compels an agent of the insurer to fix the insurable value after proper inquiry and investigation, will have a tendency to obstruct rather than to facilitate business. Such a law is not needed to protect honest insurers, and those who insure their property beyond its value are not entitled to any special protection.—Gov. Pattison, Penn.

THE *Insurance Herald* refers to Supt. Parks, of Colorado's insurance department, as "the rose and expectancy of all official idiots."

THE public is warned against the American Trust and Insurance Co. of Chicago, on the authority of the *Insurance Advocate* and the *Western Insurance Review*.

Thrif of New York is a handsome organ of assessment insurance. As it is reasonably fair and correct in its statements, we recommend it to our assessment friends.

THE *Index* of London—Cayerley's—is said to be irregular and uncertain in its appearance.

Benefits of Local Boards.

"An ounce of fact is worth a ton of theory." Let me tell you what local agents have done for the companies in St. Louis. That board has lasted twenty-four years, and now includes all agency and local companies, except the Stanton-Cox Companies. By studying it we can see how local agents have met the more perplexing problems of our business, and if that board can show special benefits to the companies because it was an agents' board, the principle is proved, and the results may be duplicated elsewhere.

Let me give you a few notable facts to prove that the St. Louis board has been able to raise rates when necessary. When the underwriting opinion of the country became convinced that charges for height and area were too low, the board made changes in the charges for these characteristics in February, 1892, that increased the rate 40 per cent. on the seven largest establishments in St. Louis. This was done when there were five agencies and the local mutual companies outside the board, with a total writing capacity in stock companies entered in the State of Missouri of \$100,000 on each of these risks. In December, 1893, the demand from the companies for further increase in rates having become still more urgent, a flat increase of 20 per cent. was placed on all schedule rated business. The preferred business and the sprinkled business were not changed, and yet the average rate showed 15 per cent. advance. How savagely this combined increase struck the large premium payers can be appreciated by noting that the thirteen largest business houses in St. Louis were increased over 53 per cent. from 1891 to 1894, although four had put in sprinklers.

Now occurred a wonderful thing. The Missouri legislature, under the lead of a representative from a compact governed city, undertook to stop united rating throughout Missouri. The St. Louis agents thereupon went to the same largest premium payers of St. Louis and obtained their petitions to the legislature to let the St. Louis board alone. Why did these

men sign? Simply because they had confidence in both the honesty and the intelligence of the board, and were willing to leave the problems of assessing the fire tax to it, for the sake of having its active and successful efforts toward reducing the fire waste. I speak with confidence on this point, for I was present at conferences between board representatives and the Commercial Club, and myself secured the signatures of a number of gentlemen who were supposed to be unfriendly to us.

It is proved by this fact, as it is evident in common sense, that higher rates can be enforced as soon as the united desire of the companies has been made apparent to the agents, if the premium payers still have confidence in the rating organization. The public is willing to pay just rates, but there must be no doubt regarding the justice of the rates. However, the St. Louis board is pledged to never exceed rates that are just.

President Waterworth used the following language in defending the board before the legislature: "It fixes the minimum rate at which insurance can be safely furnished on any particular property, and nothing more; and this minimum rate so ascertained is the only rate the companies attempt to fix, or do fix. In other words, insurance combinations do not attempt to fix a fictitious price as trade combinations do, and which the law abhors, but to ascertain the true price."

In another place President Waterworth stated: "All rates made by boards or other combinations of fire underwriters are based on the actual hazards of the property, ascertained by combined experience and on charges for defects in construction, or danger or carelessness of occupancy; and these charges are made by the same scale for all and are equal for all. By their operation good, substantial and safe properties are rewarded by cheap rates; bad or dangerous properties are rated high; all improvements made, by which the hazards are decreased, get consideration in a reduction in the rates, and these reductions are made by the same scale for all and are equal for all. A

premium is put on improvements in city and town. The operation by insurance boards has invariably been to invite and pay for improvements which enrich, dignify and protect the community. There is no exception to this operation of such associations within our knowledge." *Geo. M. Markham.*

Official Examination of the Mutual Benefit Life Insurance Company.

THE COMPANY'S FIGURES ARE VERIFIED—
DEATH LOSSES ARE PAID VERY PROMPTLY—
LIBERAL IN TREATMENT OF POLICYHOLDERS' RIGHTS—THE MANAGEMENT IS ECONOMICAL—"IT IS A POLICYHOLDERS' COMPANY."

The Mutual Benefit Life Insurance Company of New Jersey—the old reliable—has just undergone an examination by the insurance departments of New Jersey and Massachusetts. The examination was begun March 24. What did the examiners find? Everything ship-shape, and honest and clean. Just what everybody would expect! Assets thoroughly gone into and inspected and appraised, and found to measure \$58,097,267, gold standard. Surplus, \$3,821,607.

Commissioners Duryee and Merrill say: Death losses paid very promptly. In all cases where the holders of matured paid-up endowments have forgotten their rights, the company has used all reasonable methods to discover their residence and inform them of their claim. Salaries paid officers and clerks very moderate. Policies very liberal, and the company's treatment of policyholders is, if possible, even more so. The Mutual Benefit Life is managed economically. It is in the fullest sense of the word a policyholders' company. Such is the testimony of two capable and honest insurance commissioners, after months of examination of the affairs of the company.

The figures in detail are printed on a colored page in this number. The various items are substantially the same as those in the company's annual statement, excepting the real estate, which has been

reported at cost value. Carefully appraised, at the prevailing depressed values, there has been a deduction of some six per cent. As the company will hold this property until normal values are restored, this deduction of \$108,000 is not a real loss. All mortgage loans are personally closed by the company's officers at the home office, and there are no accredited agents for the collection of the principal. Properties in process of foreclosure were found generally worth more than the loans.

The bonds owned by the company were examined by the commissioners, and the valuations were accepted, after consulting stock exchange records.

The only death claim resisted by the company is one for \$5,000, against which, the commissioners say, the company has such an apparently perfect defense that the claimants seem to have discontinued proceedings.

A careful investigation was made to discover whether the company had failed to report any accrued liability under lapse policies or any contingent liability under any of the non-forfeiture provisions of its early policies. All policy forms in use were examined and sample forms of old policies, taken from the files of cancellations and surrenders, were carefully scrutinized. It was found that the company had already charged itself with the fullest legal liability for lapsed policies, and that there was no need to charge it with any additional liability under existing policies, except in the case of a few non-participating policies, which had been issued many years ago, with premiums slightly less than the net rates by the standard table, and for these cases the computed extra liability beyond the ordinary reserve was found to be \$451. Beyond this the company was not found to be chargeable with any actual or contingent liabilities. It does not do any ton-tine business, and has no forms of policies under which dividends are deferred and accumulated.

The commissioners add: The company pays death losses very promptly, and in

all cases where the holders of matured paid-up endowments have forgotten their rights it has used all reasonable methods to discover their residence and inform them of their claim. The company's policy contracts are very liberal and its treatment of policyholders is, if possible, even more so. It is in the fullest sense of the word a policyholders' company, and is administered solely in their interest. It is managed as economically as appears to be practicable. The salaries paid its officers and clerks are very moderate and even low, considering the quality of able and faithful service rendered.

* * *

In this field the Mutual Benefit Life is represented by James Munsell, Jr. The company does a good business here, and has made a praiseworthy record in its dealings with policyholders. It is Manager Munsell's intention to immediately appoint agents in all the smaller towns, and take advantage of the prosperous times which are so confidently predicted.

The Local Agent.

He is supposed to be the under dog in the fight for existence, and any protest from him is incited by selfishness. Not so, my friends. He controls the situation to-day. You have partly lost his loyalty and conscientious service by the obstructions you have placed in his way. Make him a man again. Give him your confidence. He can undo in a week by his carelessness all that your field man, by earnest service, can save in a year. He is the surveyor of morals and overdrawn bank accounts in his community. He may know but little of applying the universal mercantile schedule to the rating of special hazards, as I have heard can be done, but he knows the weak, irresponsible men in his own town, and you need his judgment. As the intelligent special agent and adjuster of long experience is the best posted, all-round man in business life to-day, so the capable local agent is the best informed man in every business community.

You look with anxiety upon approaching sessions of state legislature, know that bills will be presented adverse to your interests. You may rely upon the call of a distinguished group of managers, and an eloquent speech to the legislative committee to defeat such acts, but it seldom avails. Where is the power? Back in the cities and towns and villages of the state, where the local agent lives a neighbor to the representative. Why have you not always had, and can you not always expect, his assistance? He has partially lost interest in the general welfare of the business. A valued policy-bill means to him the saving of trouble and adverse criticism in case of loss. A local deposit bill means a reduction in number of companies, and the consequent competition. I hear some one say this is outrageous, and a reflection upon the intelligence of local agents. Can you expect intelligent appreciation of the general good of the business men who are partly engaged in running building and loan associations, real estate and loan offices, post offices, barber shops, cemeteries and grocery stores? You cannot expect such men to give but a portion of their time to protecting your interests, and certainly not enough to make themselves well posted on the history of the fire insurance business.—*F. A. Thompson.*

I AM NOT at all pessimistic. I know that the business of life insurance is to-day on a higher and better plane than ever. It is said of a good old orthodox minister in Connecticut that he always began his long prayer on Sunday morning in this wise: "O Lord, we come to thee because we have no where else to go." It was a doubtful compliment to the Almighty, though spoken in all seriousness. The horde of men who years ago came into life insurance, because they had no where else to go, have found other places, or have been taken hence to the great benefit of the business and to the joy and relief of the honest and earnest workers.—*H. R. Hayden.*

Fraternal Insurance Societies Now Need Reserves.

Age in fraternal life insurance brings increased mortality rates. No society can escape this increase. Many are now called upon to meet the increased death losses, and have no reserve funds to fall back on. Years ago, when the managers were warned of this need, they replied that the reserve fund was in the pockets of members, and would be forthcoming when needed. But alas, in the hours of trial which have since come, not a dollar has been collected from this "pocket reserve fund."

Several of the larger fraternal insurance societies have at last been compelled to face the high (or old age) mortality problem, and in one instance, that of the Chosen Friends, the only relief was in partial repudiation, called "equalization." The Ancient Order of United Workmen has recently increased its rates in many lodges, and thereby postponed failure.

The better informed members of these societies recognize the error of the plan which does not provide reserve funds; and if they can not effect a reorganization in this respect they will desert, and perhaps organize anew on new plans, or, more wisely, seek protection in the old-line companies. We look for wholesale desertions from several prominent fraternal societies now barely able to maintain the membership. Outsiders should think thrice before they join any of these societies. They all are doomed, some soon and others not so soon.

Several questions, touching the increasing mortality in fraternal societies and the way to meet it, were recently sent to the officials by the editor of *Thrift*. From the replies we cull the following:

Head Consul, Modern Woodmen of America: The local camps will vote, at an early date, whether we shall provide for a reserve fund or not.

Secretary Gorsuch, National Provident Union: We favor a reserve fund and a readjustment of rates.

Supreme Sec. Rew, Royal Templars: Some form of grade based upon natural premiums and creating a reserve fund is imperative.

Senate Sec. Myers, National Union: Most fraternal societies will be compelled to adopt graded assessments or else provide a reserve fund.

Sup. Sec. Robson, Royal Arcanum: A committee of the supreme council has reported in favor of an advance in the rate of assessment every five years and a readjustment of the rate. I believe that a readjustment of many fraternal societies will be necessary. Each society should adopt its own plans and work out its own salvation.

Sup. Sec. Warnock, American Legion of Honor: It would undoubtedly be a great advantage at this time if the members of fraternal societies had been so educated that they would be satisfied to pay into the benefit fund a sum greater than the immediate losses called for.

Sup. Sec. O'Rourke, Catholic Knights of America: We have a sinking fund to meet very large mortuary losses. I think that all states should pass laws requiring fraternal societies to make annual reports and be examined at least once every two years. The sound orders would not object to such laws and such examinations.

Sup. Mystic Ruler, Fraternal Mystic Circle: Assessments should be based on standard mortality tables, natural premium or level. Our order prefers the level rate. No doubt all leading beneficial orders will within the next five or seven years make provision to meet their losses by one of these methods.

Sup. Commander Markey, Knights of the Maccabees: All the societies are to-day feeling the need of a more scientific adjustment of their assessment rates. Within the next few years we will see all the societies doing business on the natural premium (or step rate) plan or level premium plan.

Sup. Secretary Munger, Empire Knights of Relief: Every organization doing a life insurance business must provide for a reserve fund. The trouble is, the supreme bodies oppose such a fund. They look not to the future, but to the present. They want to get insurance as cheaply as possible, or something for nothing.

Doctor: "Now what did your father and mother die of?"

Applicant: "Well, sir, I can't say as I do exactly remember, but 'twarn't nothing serious."—*Punch*.

Wires must go underground in St. Louis.

October Fires.

Washington.

9.	Dayton, dwg and contents:	
	Aetna	\$ 646
	North British	1,000
26.	(Sept.) Goldendale, fr dwg:	
	Western	\$700
30.	(Sept.) Goldendale, fr dwg and barn:	
	Fireman's Fund	\$1,500
30.	(July) East Clallan, saw mill:	
	Hanover	\$750
	Conychee co., hops in fr kiln:	
	Home, N. Y.	\$583
22.	Ellensburg, dwgs and barn:	
	National, Hartford	\$1,222
	Westchester	1,205
	London & Lancashire	1,000
	Fireman's Fund	1,200
20.	Kititas co., fr dwg and contents:	
	London Assurance	\$670
	Fireman's Fund	750
15.	Kititas co., fr barn and contents:	
	Hartford	\$600
10.	Little Falls, fr dwg and contents:	
	Liverpool & London & Globe	\$1,800
	Fireman's Fund	818
13.	Puget Sound, steamer:	
	Liverpool & London & Globe	\$1,310
6.	Ritzville, contents dwg:	
	Ins. Co. North America	\$565
20.	Snohomish, dairy barn:	
	Aetna	\$1,100
1.	Seattle, stock furs:	
	Queen	\$2,500
	Royal	2,500
15.	Seattle, dwg and contents:	
	Transatlantic	\$625
14.	Tacoma, fr bldg:	
	Phoenix, London	\$550
12.	Skagit co., hay in fr barn:	
	Caledonian	\$970
	Manchester	965
15.	Skagit co., hay:	
	Palatine	\$600
9.	Skagit co., fr bldg:	
	American, Pa.	\$1,650
24.	Skagit co., dwg and contents:	
	Atlas	\$490
	Losses under \$500	\$7,667
	Total Washington	\$34,936

Oregon.

8.	Weston, wheat in grain warehouse:	
	Manchester	\$2,795
6.	Tillamook, fr bldgs and mdse:	
	Ins. Co. North America	\$1,311
	Fireman's Fund	1,000
	London & Lancashire	500
2.	(Sept.) Jacksonville, fr dwg:	
	London Assurance	\$1,000
24.	Medford, dwg and contents:	
	Northern Assurance	\$887
27.	(Sept.) Medford, hhd effects:	
	Lion	\$800
26.	(Sept.) Pendleton, thresher:	
	Western Assurance	\$650
19.	Mosburn, fr bldg:	
	Western	\$500
5.	Roseburg, dwg and contents:	
	Norwich Union	\$1,030
18.	Roseburg, livery barn:	
	Queen	\$1,219
	Royal	2,439
6.	Portland, dwg and contents:	
	Phoenix, London	\$900
19.	Woodburn, bldgs and mdse:	
	Aetna	\$ 650
	Fireman's Fund	1,000
	London & Lancashire	1,000
	Hamburg-Bremen	1,000
	Losses under \$500	\$4,840
	Total Oregon	\$23,521

*

Montana.

15.	Butte city, fr bldg:	
	Hartford	\$575
25.	Butte city, fr bldg:	
	Hartford	\$1,000
	Butte, bldg:	
	Palatine	\$500
	Butte, fr club house:	
	Phoenix, Hartford	\$1,575
20.	Helena, fr dwg:	
	Imperial	\$1,500
22.	Great Falls, fr brewery:	
	Fireman's Fund	\$1,000
	London & Lancashire	666
	Sun, London	1,375
	Phoenix, London	1,375
	Palatine	500
	National, Hartford	1,032
	Providence-Washington	2,500
	Commercial Union	2,500

11. Miles City, dwg:	
American Central	\$880
5. Monarch, fr bldgs and mdse:	
Ins. Co. North America	\$1,256
Phoenix, Hartford	3475
12. Missoula, lumber:	
Manchester	\$ 630
Caledonian	630
American, N. J.	630
Hamburg-Bremen	1,267
American Central	633
St. Paul	633
Transatlantic	1,270
31. Missoula, co., fr dwg:	
American, Pa.	\$1,200
1. Marysville, general mdse:	
Home Mutual	\$1,372
Milwaukee Mechanics	2,290
National, Hartford	1,372
Springfield	915
North German	2,284
Losses under \$500	\$4,887
Total Montana	\$40,401
* Idaho.	
7. Hailey, dwg and contents:	
Liverpool & London & Globe	\$750
9. Lewiston, saw mill:	
Hartford	\$1,150
Hamburg-Bremen	1,150
Manchester	1,150
15. Julietta, warehouse and contents:	
Hartford	\$5,000
Royal	1,208
London & Lancashire	4,769
North British	3,000
Greenwich	2,000
14. Lewiston, fr warehouse:	
Northern	\$2,350
13. Latah co., fr barn:	
London Assurance	\$656
Losses under \$500	\$1,362
Total Idaho	\$24,545
* Arizona.	
Phoenix, general mdse:	
London & Lancashire	\$578
Peach Springs, store bldgs:	
Scottish Union	\$525
16. Maricopa, barley in warehouse:	
New York Underwriters	\$1,400
Losses under \$500	\$650
Total Arizona	\$3,153

New Mexico.

24. Albuquerque, dwg:	
Royal	\$800
Losses under \$500	\$800
Total New Mexico	\$800

British Columbia.

2. Vancouver Island, barn and dwg:	
Scottish Union	\$748
Losses under \$500	\$13
Total British Columbia	\$761

Nevada.

Losses under \$500	\$945
------------------------------	-------

Wyoming.

Losses under \$500	\$200
------------------------------	-------

Colorado.

30. (Sept.) Montrose, flour mill:	
Home Mutual	\$ 750
Scottish Union	780
Palatine	1,030
National, Hartford	1,530
North British	1,375
Greenwich	1,125
.. Greeley, br bldgs:	
Home Mutual	\$654
1. Denver, church bldg:	
Transatlantic	\$550
7. Fort Collins, br mercantile bldg:	
Lion	\$500
14. Arapahoe co., dwg contents:	
Scottish Union	\$2,838
Losses under \$500	\$2,405
Total Colorado	\$14,016

Utah.

.. Salt Lake, fr flour roller mill:	
Phoenix, Hartford	\$1,000
London & Lancashire	1,000
23. Salt Lake, bldg and contents:	
North German	\$1,916
4. Salt Lake, fr dwg:	
Connecticut	\$575
15. Salt Lake, contents dwg:	
Orient	\$500
20. (Sept.) Ogden, mdse in br bldg:	
Fireman's Fund	\$1,000
.. Ogden, flour mill:	
Union, London	\$1,916

Losses under \$500	\$869
Total Utah	\$6,795
Total outside territory	\$153,814

California.

2. Antioch, fr barn and horses:	
Hartford	\$600
Commercial Union	\$33
21. Concord, fr barn:	
Fireman's Fund	\$550
11. Butte co., fr dwg:	
Connecticut	\$2,894
24. Antelope, bldg:	
North German	\$1,322
New York Underwriters	1,000
6. Colusa, fr bldg:	
National	\$587
1. Butte co., fr dwg:	
Svea	\$1,346
15. Bakerfield, fr dwg:	
American, Pa.	\$600
4. Corona, dwg furniture:	
Etna	\$610
29. Contra Costa co., fr dwg and contents:	
Home, N. Y.	\$500
12. Chico, fr bldg, shed and contents:	
North British & Mercantile	\$577
16. Chino, mdse in fr bldg:	
German-American	\$1,363
16. (Sept.) Calaveras, fr barn and contents:	
New Zealand	\$1,445
13. Fresno, dwg:	
Etna	\$1,523
15. Fresno, dwg:	
Royal	\$700
16. Fresno co., fr dwg and contents:	
Home Mutual	\$500
14. Folsom, dwg and furniture:	
Palatine	\$1,940
23. Kern co., fr dwg:	
Fireman's Fund	\$2,800
31. (Aug.) Los Angeles co., fr barn and conts:	
New Zealand	\$1,184
19. Los Angeles, fr bldg and contents:	
Aachen & Munich	\$1,450
17. Los Angeles, general fire:	
London & Lancashire (\$15,000 reins.)	\$25,000
Home, New York	5,000
Alliance	1,300
Phoenix, Hartford	5,000
Royal	500
Northwestern National	500
14. Korbel station, winery:	
London & Lancashire	\$2,868
Atlas	2,151
German-American	5,420
Sun, London	2,688
National, Hartford	1,900
Springfield	1,900
Royal	1,140
Palatine	3,800
Manchester	1,140
Caledonian	1,140
Union, London	1,500
Hartford	2,280
Imperial	2,509
Phoenix, London	3,800
Lion	1,971
Connecticut	1,900
Royal Exchange	800
Total	\$38,907
. . (Sept.) Los Angeles, fr bldg:	
Fireman's Fund	\$750
6. Los Angeles, groceries:	
Phoenix, Hartford	\$512
19. Los Angeles, dwg:	
Home Mutual	\$615
8. Los Angeles, fr dwg:	
Western	\$731
12. Los Angeles, grocery:	
Norwich Union	\$540
. . Los Angeles, furni and wearing apparel:	
Westchester	\$800
2. Los Angeles co., hhld furniture, etc:	
Svea	\$1,600
9. Livermore, hay in warehouse:	
Aachen & Munich	\$1,200
British America	1,300
American, Pa.	1,100
Svea	1,800
Sun, London	500
Phoenix, Hartford	3,200
Royal	776
Fireman's Fund	1,523
6. Morro, hhld furniture and dwg:	
Fireman's Fund	\$600
Phoenix, Hartford	800
. . Marin co., schoolhouse:	
London & Lancashire	\$600
10. Oroville, dwg and contents:	
National, Hartford	\$950
12. (Sept.) Oakdale, fr dwg and contents:	
Manchester	\$1,000
15. Monterey co., fr dwg and contents:	
Manchester	\$690

7. Oakland, dwg and contents: Etna	\$200	10. Sacramento, fr dwg: Alliance	\$200
17. (Sept.) Oakland, fr dwg: New Zealand	\$200	11. T. & O. Co., (dwg and contents): Alliance	\$1,000
26. Oakland, carpet cleaning works: Alliance	\$100	12. W. & O. Co., (dwg and contents): National, Hartford	\$200
30. Orange co., dwg, barn and contents: Pennsylvania	\$200	13. V. & O. Co., (dwg and contents): Phoenix, Brooklyn	\$1,000
17. Pasadena, furni: Etna	\$200	Losses under \$500	\$2,000
23. Petaluma, dwg: Etna	\$200	Total California, S. F. Co.	\$233,790
19. Placer co., fr bldgs: Manchester	\$1,400	San Francisco.	
Caledonian	1,450	19. Brick bldgs, coffee, spices, etc. National, Hartford	\$1,000
3. Red Bluff, bldg and furni: Palatine	\$850	Helvetia	10,000
3. Placerville, farm bldgs: National, Hartford	\$1,183	Baloise	1,000
20. San Mateo co., wayside inn and contents: Pennsylvania	\$2,500	London & Lancashire	1,000
Union, London	473	Transatlantic	1,500
Orient	1,000	Sun, London	3,080
Scottish Union	1,500	Lion	100
Transatlantic	950	Imperial	800
Sutter co., dwg: London & Lancashire	\$2,225	Palatine	2,650
(Sept.) Santa Clara co., fr dwg: Fireman's Fund	\$800	Svea	1,000
10. San Joaquin co., dwg and contents: Hartford	\$2,400	Aachen & Munich	1,000
4. San Benito co., fr bldg: Home Mutual	\$922	Westchester	1,000
2. Santa Barbara co., barn: Home Mutual	\$500	Western Assurance	1,000
4. San Diego, fr dwg and contents: Sun	\$1,000	Atlas	1,428
9. San Jose, fr dwg: Prussian National	\$645	Ins. Co. North America	1,000
24. San Jose, dwg and contents: Scottish Union	\$500	Hamburg-Bremen	1,000
24. San Jose, dwg: Magdeburg	\$1,500	Total	\$22,200
4. Sacramento, fr dwg: Commercial Union	\$947	20. Furniture, etc.: American Pa.	\$200
7. Sacramento, dwg: London & Lancashire	\$200	18. Frame store: Phoenix, London	\$850
24. Sacramento, fr bar room and contents: Manchester	\$ 650	18. Dwelling: Alliance	\$1,000
Caledonian	1,490	Losses under \$500	\$ 5,544
15. Sacramento, dwg contents: Northern	\$580	Total San Francisco	\$48,099
		Total California	\$233,790
		Total Pacific Coast	\$238,634
		Losses by Companies.	
		Aachen & Munich	\$ 1,000
		Etna	1,000
		Alliance	1,000
		American, N. J.	1,000
		American, Pa.	6827
		American Central	1,000
		Atlas	1,000
		Baloise	1,000
		British America	1,000

Caledonian	6,755
Commercial Union	6,813
Connecticut	5,797
Fireman's Fund	18,016
Franklin	
German-American	7,935
Greenwich	3,325
Hamburg-Bremen	5,104
Hanover	788
Hartford	11,676
Helvetia	10,000
Home, N. Y.	8,675
Home Mutual	7,564
Imperial	7,394
Insurance Company of North America	4,665
Lancashire	827
Lion	5,089
Liverpool & London & Globe	5,348
London & Lancashire (\$15,000 reins.)	44,689
London	2,920
Mazdeburg	2,215
Manchester	13,605
Milwaukee Mechanics	2,465
National, Hartford	13,877
New Zealand	4,112
New York Underwriters	2,932
Northern	3,918
North German	7,482
North British & Mercantile	7,502
Norwich Union	2,519
Northwestern National	1,715
Orient	1,698
Palatine	14,964
Pennsylvania	5,759
Phenix, Brooklyn	1,208
Phoenix, London	8,710
Phoenix, Hartford	16,964
Providence-Washington	2,588
Prussian National	739
Queen	3,734
Royal Exchange	1,118
Royal	11,273
Scottish Union & National	8,147
Springfield	3,094
St. Paul	1,418
Sun, London	9,574
Sea	9,193
Transatlantic	5,869
Union, London	3,889
Williamsburg City	
Westchester	2,770
Western	8,940
Total	\$387,604

Life and Casualty Paragraphs.

ACCIDENT losses and expenses in Texas last year were \$60,000 more than premiums.

A WISCONSIN COURT has ruled that the anti-rebate law of that state is constitutional.

THE American Surety has caused the arrest of three insurance agents for whom it had bonded.

THE average death rate to insurance in force in the Union Central Life is only 0.76. The general average is 1.34.

THE Massachusetts Mutual Life is undergoing an examination by the insurance department of its "native state."

SINCE January 1, 1868, the assets of the Union Central have advanced from \$133,298 to \$15,000,000—which is over 100 fold. Every year has shown substantial gains.

OF THE 155 delegates and visitors from the National Association of Life Underwriters, on an excursion to Mount Vernon, 145 expressed themselves for sound money.

THE treasurer of the Massachusetts Benefit Life Association has resigned and is off for Europe. The required number of petitioners for an examination has been secured. Put this and that together.

STATISTICIAN Guiteau is no longer employed by the Mutual Life. He has been the figure-head of the *Weekly Statement*. His remarkable article against cash surrenders, in the *Advocate*, seemed to place his company in the wrong light.

WHILE the percentage of deaths from casualties, according to the experience of the Mutual Life, continues about the same, the percentage of suicides has doubled. The class most subject to accidents has few representatives among the insured.

FROM Pennsylvania comes a report of murder for insurance money. Chas. O. Kaiser is charged with shooting his wife on a highway and pretending that a bandit shot her. The Kaisers carried a joint policy of \$10,000, the death of either making the survivor the beneficiary.

THE Union Life of Omaha is planting its feet abroad.

AS THE Massachusetts Benefit has a number of certificate-holders on the Pacific Coast, we reprint from an exchange an article on the affairs of the association.

THE NATIONAL LIFE of Vermont issues the following very liberal binding receipt:

Received of dollars, in payment of first premium on an insurance of dollars, on his life, this day applied for.

Witness my hand and seal, this day of Agent.

The above receipt when signed by general agent, or his authorized agent, secures the insurance on the life of applicant mentioned in above receipt, until the application is approved or rejected by the officers of the company. If approved the bond or policy will be issued as of this date. If rejected, the money will be returned without deduction. The applicant is hereby notified that the company assumes no liability for this receipt, if given for any other purpose than for the first premium payment under your application for insurance.

THE Mutual Reserve fails to publish its rates for policyholders after they pass 60 years of age. Following out the scale adopted at the head office the rates would run for current ages about as follows:

AGE.	PER \$1,000.	AGE.	PER \$1,000.
61	\$37 03	71	\$ 86 76
62	40 12	72	94 41
63	43 52	73	102 78
64	47 28	74	111 57
65	51 45	75	120 99
66	56 04	76	131 17
67	61 09	77	142 39
68	66 67	78	154 91
69	72 77	79	168 89
70	79 48	80	185 21

Yearly in advance for each \$1,000 of insurance. Should the insured live beyond 80 the rate will continue increasing at a rapid rate. To lapse is to lose all, to continue at the then high rates is impossible! *Toronto Bulletin.*

WE DO not now recall an instance where a man has cut fire insurance rates except, as he says, to meet competition.

Of course, if there is competition, rates have to go. Business must be had with or without rates; or, in other words, business first, rates afterward. — *N. Y. Underwriter.*

The Bone of Contention.

The non-intercourse clause of the constitution of the Board of Fire Underwriters, as recently adopted, continues to be the subject of contention, preventing reorganization. Here it is:

All business placed with or received from a non-board company or its representatives shall be immediately reported to the secretary of the board, upon blanks prepared by the executive committee, and by him scheduled daily to all board companies. The business thus scheduled shall be submitted to the executive committee for approval and be promptly passed upon at meetings held weekly for that purpose, *but no transaction shall be acted upon sooner than five days after the same shall have been scheduled as above*, and any business disapproved by the executive committee as a violation of the letter or spirit of this constitution, or which unfairly prejudices the interest of any member shall be cancelled within ten days from date of written notice.

So much of this clause as relates to the scheduling of non-board business is objected to by the Home Ins. Co., which refuses to agree to thus publish such business as it may find necessary to place with non-board companies.

On the other hand, the Hartford, Commercial Union, Royal and Atlas insist that such scheduling is necessary to restrict non-board intercourse to the actual need for which this concession was made. The schedule requirement is aimed, not at any individual office, but at a small class of offices which, it is believed from past experience, will place an undue amount of business with non-boarders, if it is not necessary to report such transactions.

Ninety-nine per cent. of the offices are willing to give the foregoing clause a trial; ninety-five per cent. are willing to go ahead without this clause.

Here the matter rests at the present writing; but efforts are still being made to bring the offices together once more in a harmonious and effective compact. The

fate of the board must surely be determined one way or the other soon. The present unsettled state of affairs, it may well be assumed, weakens rates more than would the total abandonment of the present disappointing effort to reorganize.

* * *

Manager Dornin's letter to his fellow-managers, commenting on the shoulder-to-shoulder march of underwriters in the sound money parade, and calling for similar unity and enthusiasm in the creation and support of a new compact, has brought out two open letters in reply, one from General Agent Butler and the other from Manager Watt. Mr. Watt declares for protection for members of the board against non-members, and for sound practices within the organization. These are the principles which will bring prosperity to the insurance world. Mr. Butler refers to the dead-lock which it seems impossible to break, and declares absurd the spectacle of a board fully equipped for work but doing nothing because of contention over a matter of mere detail and method.

Mr. Butler makes the following suggestion: that the board put into operation the whole of the constitution and general rules, with the exception of the lines objected to. They can be held in reserve, like a sword to be drawn from scabbard when experience demonstrates their need to preserve the organization.

Returning Prosperity.

All the signs indicate the return of prosperity. Conditions are once more normal. Men can lend and borrow and invest with the assurance of a permanent standard. Wheat is going up. Capital is courageous.

We want insurance men to get ready for this prosperity. The first wave is here. Launch your boat! Push for business. Write a policy on that man who was waiting for McKinley's election. There are still six weeks remaining of 1895. A good deal can be accomplished in that time, because business men, well-to-do men, thoughtful men, prudent men,

are hopeful now. There is a "rising market." The tide seems coming our way, and it bears prosperity on its surface.

Triumph of Sound Money.

The principal issue in the recent presidential campaign, as everybody knows, was the money standard. It was a battle to see whether the measure of values should be the existing standard of gold or the fluctuating standard of silver; and also whether debts should be paid by the standard in which they were contracted, or in a lower standard. The result of the electoral conflict was the overwhelming triumph of sound money by an immense plurality.

We congratulate insurance companies and their policyholders. We congratulate all insurance men. There will be no increase of the moral hazard because of the result of this election. Policyholders will be paid in 100-cent dollars. The \$150,000,000 to be paid life insurance claimants in 1897 will not be paid in money worth only half that amount. There will be no panic. There will be no runs on banks. There will be no runs on reserves by holders of cash surrender policies. Men will not decline to insure their lives on the ground that silver may be worth far less when the policy matures.

Debts will be paid, not repudiated. The insurance companies' loans will not be paid in 50-cent dollars. National credit has been preserved. Government bonds are at a premium.

A great victory has been won, and the insurance men of the country have helped to win it. Notable contributions to sound money literature were those of the presidents of the Connecticut Mutual, New York Life, Travelers and other companies. The German vote and the sound money vote generally, regardless of party, were great and indispensable factors working for the defeat of cheap money and silver monometalism. Honor to all!

Confidence is restored. Money can be borrowed. Mortgages are being renewed. Bonds can be sold. Credit is extended to

merchant and manufacturer and builder. Nearly 300 factories, employing nearly 300,000 men, have started up again since November 3. The big silver bogie has been laid for all time. Further agitation can only hurt business, not win victories. Put the seal of your disapproval on such silly agitation!

Fire Patrol Report.

The report of the San Francisco fire patrol for the quarter ending September 30 gives the total premium income as \$251,609. This is \$109,000 less than in the preceding quarter, but is only \$11,000 less than for the corresponding quarter last year. The same quarter in 1894—in the halcyon days—yielded \$584,226 premiums. One new company has been added to the list—the Commercial Union of New York.

The loss of premiums for three quarters of 1896 is \$312,000, compared with the figures of 1895. This will be about the loss for the entire year. Compared with the total for 1894, San Francisco premiums in 1896 will be over \$1,000,000 less. Following are the

CITY PREMIUMS BY QUARTERS.

	1896.	1895.
1st Quarter	\$390,505	\$533,735
2nd Quarter	361,970	520,019
3rd Quarter	251,609	262,375
Total	\$1,004,084	\$1,316,129
4th Quarter		284,116

The losses for the year will probably be about \$650,000, or \$300,000 less than last year. The companies have been very fortunate in San Francisco, as regards losses, this year.

Compliments the Underwriters.

A deligation of several hundred members of the Underwriters' Sound Money Club of Cleveland visited Canton at the close of the campaign. The sound money candidate complimented underwriters generally in the following words:

I do not know of any agency that has been more effective in its nature or that has furnished more and better reasons for the maintenance of money and sound policy than the

insurance companies of the United States. Some of the best literature for doing the whole money question has emanated from the insurance companies, and it is a great tribute to them, this magnificent stand they have taken for the maintenance of an honest dollar, to insure private and public confidence in the citizens of the country.

Coast Monthly Fire Insurance Losses.

CALIFORNIA.			
Month	1896.	1895.	1894.
January	\$ 6,636	1,000	1,000
February	13,546	13,007	10,808
March	161,618	118,812	1,000
First quarter	\$ 181,700	\$ 132,819	\$ 11,808
April	188,611	148,800	28,000
May	282,680	130,400	37,441
June	206,459	80,606	111,100
Second quarter	\$ 677,750	\$ 359,806	\$ 176,541
First six months	1,059,450	492,625	288,349
July	325,231	378,801	1,000
August	236,131	23,502	80,000
September	161,310	200,801	11,000
Third quarter	\$ 722,672	\$ 609,104	\$ 191,000
October	185,611	181,206	18,800
November		174,800	138,470
December		370,369	68,270
Fourth quarter		\$ 726,375	\$ 325,540
Last six months		1,396,540	1,308,770
Total of year		2,878,562	2,825,919

ENTIRE COAST.

Month	1896.	1895.	1894.
January	\$210,220	248,720	100,000
February	259,493	293,676	491,475
March	330,554	208,027	381,000
First quarter	\$ 800,267	\$ 750,423	\$ 972,475
April	353,030	477,235	100,000
May	300,021	218,000	127,000
June	379,854	613,805	392,175
Second quarter	\$ 1,032,911	\$ 1,348,060	\$ 619,175
First six months	1,860,988	2,144,422	2,367,890
July	577,166	520,159	430,263
August	356,357	508,829	542,056
September	312,267	300,000	78,000
Third quarter	\$ 1,245,790	\$ 1,328,988	\$ 1,050,319
October	387,604	327,275	354,843
November		206,000	100,000
December		444,260	184,530
Fourth quarter		\$ 777,535	\$ 639,373
Second six months		2,477,101	2,828,486
Total of year		4,621,523	5,196,382

Resolution of the Northern Boards.

The executive committees of the Montana Board and the Northwest Insurance Association have adopted a resolution touching on the rumor of a possible extension of Western Union territory to Montana, Idaho, Oregon and Washington. As the Western Union is threatened with dissolution itself, and is unable to prevent a rate war in Cincinnati, the Northern boards would by such rumored transfer be far worse off than at present. The committees say, under date of November 6:

WHEREAS—The San Francisco managers have by their support of the efforts of our respective boards earned our continued loyalty, be it

Resolved—That we are warranted in our trust in the protection of our separate tariff associations by the company managers in San Francisco; and that it is undesirable to seek the protection of the Western Union, unless action plainly inimical to our continuance is taken by San Francisco managers; and that, in the event of such action, the managers of our respective boards be, and hereby are, empowered to at once jointly correspond with the Western Union to the end that its protection may be then speedily obtained.

Aachen & Munich Transfer.

As we go to press, announcement is made that General Manager Schroeder of the Aachen & Munich has appointed Cesar Bertheau manager and Herbert Folger assistant manager of the Pacific department of the Aachen & Munich. The transfer of management was made on the 13th inst. The territory under the management of Mr. Bertheau will include all the Pacific and mountain states and territories west of Colorado. Mr. Schroeder is to be congratulated on his selections as manager and assistant manager of the Coast department of his company.

ACCORDING TO A LONDON PAPER the average annual income of manual workers in Great Britain is £48 or \$240, the men receiving £60, women £40, and boys and girls £24. The average income per capita among the masses is £25 and 8s., or \$127; among the classes, £90. We make a bet-

ter showing in America, and therefore do a larger life insurance business. The average income is highest in this country, and the average insurance is also highest here.

Sound Money Parades.

In all the large cities of the Union, excepting the extreme Southern states, "monster" sound money parades were held at the close of the campaign. Chicago led off with a day-light parade requiring six hours to pass in review. On October 31st there were similar immense demonstrations in New York and San Francisco and other cities. In all these parades the underwriters' division was conspicuous as to numbers and creditable as to appearance.

In Chicago 70,000 men were in line, of whom 1,000 were insurance men. In New York, 125,000 men were in line, and several thousand of these were from the insurance offices. In San Francisco 30,000 men, extending over sixty blocks, all carrying flags, marched eight abreast, cheering for sound money.

In the San Francisco procession, presenting a very fine appearance, were 600 insurance men. They were managers, assistant managers, special agents, clerks, brokers and solicitors, grouped in two sections, the fire men in front and the life and accident men in the rear, preceded by a regiment band. Never before in presidential campaigns were there similar demonstrations by business men, and we trust that never again will there be a financial issue which will necessitate an uprising of all conservative men, in protest against threatened legislation so radical and destructive as that proposed by the Chicago platform.

Hartford, the insurance center, also turned out in sound money array, and the banking and insurance men had a division by themselves.

They made a superb showing. There were many attractive features. The Hartford Fire's corps led the brigade. The Phoenix boys wore gold hats and had the "Hogan's Alley Kid" in bright yel-

low. The Scottish Union, with Manager Bennett in the ranks, had four Scottish bag pipers to add to the novelty. The Travelers' clerks were dressed in white trousers and white sweaters, twelve abreast, each wearing a letter, the whole line forming the name of the company. The Ætna, Orient, Connecticut General, Steam Boiler, Connecticut Mutual, Phoenix Mutual, Ætna Life and other Hartford companies and associations were conspicuously represented. The marshal was President Batterson of the Travelers. The presidents and other principal officers of the Hartford companies formed part of the enthusiastic procession.

Hawaiian Fire Business.

The premiums of the agents in Honolulu for the year ending July 1st aggregate \$147,828. These figures include the business of the Hawaiian Islands. Secretary Gilman of the Honolulu Board of Fire Underwriters reports premiums by agencies and companies as follows:

Premiums Paid for Fire Insurance for Twelve Months from July 1st, 1895, to July 1st, 1896.

J. S. Walker—			
Royal	\$13,472.86		
Alliance	11,181.74		
Scottish National . . .	1,174.42	25,828.42	
H. Hackfeld & Co.—			
Transatlantic	10,134.44		
North German	6,321.90	16,556.34	
T. H. Davies & Co.—			
Northern Assurance . .		12,950.05	
J. M. Dowset—			
London & Lancashire . .	5,526.93		
Hartford Fire	4,197.34		
Palatine	1,463.09	11,187.36	
J. H. Paty—			
Fireman's Fund		11,249.36	
Bruce Cartwright—			
Imperial Fire	4,757.37		
Com. Union	4,500.92	9,257.29	
Bishop & Co.—			
Liv. & Lon. & Globe . .		8,918.47	
Castle & Cooke Limited—			
Alliance Assurance . . .	4,269.13		
Ætna Ins. Co.	4,616.17	8,885.30	
F. A. Shaefer & Co.—			
Hamburg-Bremen	4,556.00		
Hamburg-Magdeburg . . .	3,838.00	8,394.00	

E. F. Bishop—			
Caledonian Ins. Co. . . .			
C. Bolte—			
Prussian Nat.			
National, Hartford . . .			
F. W. Macfarlane—			
Manchester	4,084.84		
N. Y. Underwriters . . .	693.97	4,778.81	
H. Lose—			
Ins. Co. North Amer. . .		4,653.27	
H. Waterhouse—			
Union Assurance		4,239.45	
Hawn Safe Deposit & Inv. Co.—			
Sun, London		2,458.49	
E. Hoffschlaeger & Co.—			
N. British & Mercan. . .		2,389.72	
H. W. Schmidt & Sons—			
Atlas Assurance		1,972.41	
Wilder & Co.—			
German-American		1,442.60	
W. R. Castle—			
Lion		375.00	
E. H. Wodehouse—			
Springfield		527.00	
A. B. Wood—			
German-American		501.90	
Total			\$147,828.73

The Demolition Clause.

In order to make the "demolition clause" as definite as possible, says *Insurance Press*, the Boston Board of Fire Underwriters amended it by inserting the words italicized below, instead of the word "requiring" of the original form so that the clause now reads: "In consideration of \$—— additional premium, this company under this policy shall, in case of fire, be liable also for the loss or damage occasioned by the enforcement of any state law or city ordinance *which necessitates in rebuilding the demolition of any portion of the insured building not damaged by fire, etc.*"

NEW YORK'S PERIL is said to be the remarkably low water pressure of 25 pounds or less. Of what value, as the *Standard* asks, are its 400 automatic sprinkler equipments and its thousands of standpipes, as long as they depend on the starting of a pump somewhere? The lesson of Spokane should not be forgotten. The new magnificent waterworks system was the boast of the little city. But all depended on the starting of a pump, and the city burned down.

The Thuringia.

Messrs. Voss, Conrad & Co. have been appointed Pacific Coast managers of the Thuringia Fire Insurance Company. Mr. F. G. Voss is United States manager, with headquarters at Chicago. The Thuringia takes the place in this field of the Aachen & Munich, in the office of Voss, Conrad & Co., who have represented that company for the past three years. United States Manager Voss is extending his agency system throughout the country.

Circumstantial Evidence.

The strongest evidence is circumstantial, for though circumstances may sometimes mislead, they never lie. The most convincing evidence of this character, however, sometimes convicts an innocent man or secures an unjust verdict against an insurance company. A case in point was some time ago related in a law journal. A man was found dead on a lounge, in the afternoon, with a bullet in his brain. The only other person in the house with the deceased at the time of the shooting was his heir. The latter was immediately arrested, and his conviction of the murder seemed inevitable.

The real cause of the man's death was discovered by the attorney for the accused. There had been a rifle hanging on the wall, and this fact suggested a theory of the shooting. The attorney loaded the rifle and called in witnesses. A sheet on which was marked the form of a man was placed on the lounge. A cut-glass pitcher of water was placed on a shelf in the sunshine. The temperature was 90 in the shade. The sun's rays passed through the glass and water and were refracted upon the cartridge chamber of the rifle. The witnesses did not have long to wait. The heat of the sun's concentrated rays caused the discharge of the gun, and the ball struck the head of the form outlined on the sheet. The mysterious shooting was explained, and the unhappy heir was acquitted.

It might be well for adjusters and insurance companies, as well as for juries

sitting on insurance cases, to bear in mind such an example of the imperfection of the most convincing evidence.

UNEARNED PREMIUM RESERVE.—All the misunderstanding on this subject arises from a misapprehension of what a reinsurance reserve is for. The questions of the adequacy or inadequacy of the rate, or the probability that losses will be less than the amount of the reserve, or that some company can be found to undertake the contract for less than the amount of the reserve, have nothing whatever to do with the matter. The reserve for unearned premiums simply means that a company shall have in hand at all times the amount which belongs to its policyholders under running contracts. It has agreed to return to them at any time the pro rata unearned premium. Until the premium is earned, this debt is a liability for a hundred cents to the dollar—as much so as the debt of a landlord to a tenant, who pays rent in advance, in case the landlord should take the property from the tenant. If I agree to insure a man for a year, and have only insured him for six months, I owe him half his premium. F. C. MOORE.

Recent Assessment Failures.

[From *Weekly Statement*.]

Masonic Life Association, Grand Rapids, Mich.

B'nai B'rith, Independent Order, Brooklyn, N. Y.

Odd Fellows' Beneficial Ass'n, Columbus, O.

Southern Free Masonic Relief Association, Elmira, N. Y.

Masonic Mutual Benefit Society, Indianapolis.

Expressmen's Mutual Benefit, Elmira, N. Y.

Commercial Travelers' Life Association, Syracuse, N. Y.

Insurance Clerks' Mutual Benefit, New York.

People's Mutual Benefit, Cleveland.

American Co-operative Relief Association, Syracuse, N. Y.

Empire Life Insurance Company, New York.

German Mutual Benefit, Chicago.

Northwestern Life Association, Chicago.

Scottish Rite, Knights Templar, Dayton, O.

Equitable Aid Union, Columbus, Pa.

Foresters of America, Lowell, Mass.

Royal Templars of Temperance, Buffalo.

Investment of Life Assets.

There are some fifty-six American Life offices on the legal reserve plan. They have \$1,168,000,000 invested as follows, according to a compilation in the *Spectator*:

	Amount.	Percentage.
Real estate owned . . .	\$125,059,007	10.78
Mortgage loans . . .	412,436,028	35.55
United States securities	16,212,266	1.40
Other stocks and bonds	459,143,913	39.58
Collateral loans . . .	29,049,258	2.50
Premium notes and loans to policyholders . . .	35,524,530	3.06
Cash on hand	47,483,622	4.09
Net deferred and unpaid premiums . .	21,940,381	1.89
All other assets . . .	12,994,984	1.12
Total admitted assets	\$1,159,873,889	100.00
Not admitted items . . .	8,532,791	

FIRE ITEMS.—It is rumored that the Scottish Alliance will enter the United States.—The Mechanics Fire of Virginia has reinsured in the Continental.—The Jackson Fire of Mississippi, a wildcat, is winding up.—The Citizens Fire of South Carolina, recently scored in these columns, lasted only sixty days. Broker Frank W. Anthony was behind it.

WHOEVER handles pitch must expect to be defiled. General Agent Gillespy was so provoked by the *Washington Workman's* attacks on legitimate life insurance that he handled the editor without gloves. The defender of the A. O. U. W. proves the order to be in sound condition by calling names. First, "Colonel Sourgrapes," then "Colonel Sickem," and in a dozen paragraphs Mr. Gillespy's name is misspelled. We can readily believe that men who still have faith in the A. O. U. W. like this sort of "argument."

MUNICIPAL FIRE INSURANCE.—The corporation of Glasgow have under consideration a proposal to insure the humbler class of citizens from loss by fire. Through negligence or other causes, few

of the smaller class insure their property, consequently when a fire occurs in their dwellings they have no compensation. The corporation propose to undertake this duty for all tenants whose rents are under £10 per annum, taxing them to an extent not exceeding 1d. per £1. That is to say, a tenant paying a rental of £4 per annum would be taxed to the extent of not more than 4d., while one with a rental of £9 19s. would pay a tax of 10d. The maximum is to be £50, while the £1 tenant would not get more than £20, the details of the loss being proved by the tenant.—*Agent.*

Board of Fire Underwriters.

Geo. W. Spencer of the Aetna, H. K. Belden of the Hartford, Geo. Tyson of the German-American and C. F. Mullins of the Commercial Union were elected members of the executive committee of the Board of Fire Underwriters last week, at the semi-annual election. Mr. Spencer was re-elected; Messrs. Butler, Landers and Pope declined re-election.

It has been proposed, as discussed elsewhere, that the Board put all rules and regulations in force and restore rates on December 1st, leaving in abeyance the "bone of contention"—that part of the onn-intercourse clause beginning "All business," etc. The proposition has been favorably considered. It is worth trying. If experience proves that scheduling is not necessary, well and good; the several offices now supporting the schedule plan will be satisfied.

THE Wheelmen's Protective Association of Chicago is in trouble. Application has been made for a receiver. Edward D. Sniffen, the presiding genius, is charged with divers and sundry somethings not entirely creditable.

Don't forget to consult the prohibited list often. See parties who have risks expiring *several days in advance* of expirations and examine their premises at same time. It is also a good time to suggest improvements, etc. O. W.

Chips.

—IT IS NOW TWENTY-THREE MONTHS since the declaration of war on the Coast.

—F. H. Auerbach of Salt Lake had \$145,000 life insurance.

—The Svea is now doing business from Maine to California.

—The Empress, of London, is now represented in New York.

—The United States government ships silver and pays the expressage.

—The *Insurance Observer* roasts E. W. Reed of Denver very brown indeed.

—Quarterly meeting of the Fire Underwriters' Association of the Pacific next Tuesday.

—The officers of assessment associations are holding their annual convention in Kansas City, Mo.

—John F. Rice of Chicago, assistant United States manager of the Prussian National, is in the city, and will probably appoint a successor to Mr. Bertheau.

—H. M. Grant announces himself independent adjuster, with office in Safe Deposit building with adjuster D. B. Wilson. Mr. Grant is one of the best adjusters on the Coast.

—Miss E. Van Slyke recently resigned the position of "examiner" in the office of the Northwest Insurance Association, to accept a position in the office of Manager Devlin of the Atlas in this city.

—Manager Tom C. Grant of the North British and the Greenwich has returned from a three weeks' visit to the Hawaiian Islands. While there he arranged for the establishment of an agency for the Greenwich.

—The losses sustained by the British fire insurance offices in consequence of the recent conflagration at Guayaquil are reported to be approximately as follows: Royal, £45,000; London & Lancashire, £45,000; Commercial Union, £30,000; Phoenix, £25,000; North British, £25,000; Union, £20,000; Northern, £15,000; Scottish Union, £15,000.

—Sec'y of the Interior Francis is a director of the Covenant Mutual of St. Louis.

—J. P. Treanor, fire loss appraiser, and A. R. Gurrey, independent adjuster and special agent, have taken offices at room 4, Fireman's Fund building.

—Mr. Fritz Schröder, general manager of the Aachen & Munich Fire Insurance Company, of Aix-la-Chapelle, Germany, is visiting California. After arranging for the transfer of the company's agency in this field, Manager Schröder will return to Chicago and New York. It is not yet decided whether the United States branch will operate as one or two departments east of the Rockies.

—Report Treaty Office Re-Insurances.—In reporting losses to the COAST REVIEW, all losses which are required to be reported to insurance departments should be included. There are reinsurance losses which must be so reported, such as those incurred by "treaty offices" under reinsurance contracts. These treaty offices do not report to the insurance department, but must be reported by the companies writing the business. If not reported with other losses to us, our totals will be less than the official totals, and therefore misleading.

—At the sound money parade in San Francisco it was interesting to note that many men three-score and over marched the entire distance and counter-marched to the place of disbandment. In the insurance division Manager Dornin of the National of Hartford and Manager Forbes of the Mutual Life of New York, two men advanced in years but young in spirit, tramped over the cobbles from beginning to end, waving their flags and hurrahing for the sound money candidate. Theirs was the spirit of '76. Many general agents of companies were in line, and several of the elder ones rode in carriages. Geo. W. Spencer was marshal of the fire underwriters' section, and L. B. Edwards, Whitney Palache, Col. Smedburg and Capt. Cunningham were the marshal's aids. Clarence M. Smith was marshal of the life underwriters' section.

—J. B. Levison, marine secretary of the Fireman's Fund, is visiting the Eastern marine departments of his company.

—Probably a humbug, that "Insured Adjustment Co." of Buffalo. Usually the insured is better out of such company.

—The office furniture of the late A. J. Wetzlar is for sale, singly or as a whole. Apply to G. Guenzendorfer, 325 Montgomery street.

—Valued policy bill, in Vermont legislature. Of course. No legislature can do business without this alleged cure for an imaginary ill and a real void of the pocket.

—Other liability managers have kindly called the attention of the Illinois insurance department, and incidentally Manager Voss's attention, to the fact that the Frankfort Accident & Plate Glass is advertising home office figures somewhat prematurely.

—A well known insurance man in San Francisco had strong leanings toward the free coinage idea, but he leaned the other way when he found, as he says, that the foundations of the free silver claims were principally "monstrous lies." He put on and wore a sound money button, much to the gratification of his friends and business associates.

—In the case of *Alice Knarston v. The Manhattan Life Ins. Co.*, for \$2,500 claimed to be due on a policy, Judge Sanderson of the superior court of San Francisco decided in favor of the defendant company. Knarston insured in November, 1893, under a contract to pay semi-annual premiums. Twice he paid a day later than when due. On November 15, 1895, he was granted an extension until the 24th, but failed to pay as agreed. Eight days later Knarston was killed. The widow sued, claiming a waiver by the company, because the premiums had been accepted before a day after due, and because an extension had been granted. Judge Sanderson held that in granting an extension and giving credit, the company did not waive the terms of the policy.

The late A. J. Wetzlar had accumulated a valuable collection of insurance law and text books, which his widow now wants to sell. The library will be sold as a whole or in lots, at a bargain. The books are as follows:

I. Coast Review compiled 19 vols. from 1880 to 1889. Rest to date unbound.

II. Fire Insurance cases by Edmond Bennett. A collection of all the reported cases on Fire Insurance in England, Ireland, Scotland and America. Vol. 1 from 1759 to 1829. Vol. 2 1830 to '48. Vol. 3, '49 to '54. Vol. 4, '55 to '61. Vol. 5, '65 to '75.

III. 14 Vols. Insurance Law Journal bound from 1876 to 1889. '89 to date unbound.

IV. George A. Clement. Digest of Fire Insurance Decisions in United States, Great Britain and Canada, 1893.

V. Treatise on the Law of Insurance. Williard Phillips. Vol. 1. Pub. Brown, Little, Brown & Co., 1853.

VI. New Digest of Insurance Decisions, Fire and Marine. Hine & Nichols, 1882.

VII. The Fire Underwriters Text Book by J. Griswold, 1872. N. Y. Ins. Monitor, Pub.

VIII. Finch's Insurance Digest, 1888, 1889, 1890.

IX. The Law of Fire and Life Insurance, with practical observations by George Ellis, Burlington Chauncy Goodrich, 1854. Part 1, the Law of Fire Insurance. Part 2, the Law of Life Insurance.

X. The Insurance Year Book for '85 '91.

XI. Technical Dictionary of Fire Insurance, by Wm. A. Harris.

XII. The Average Clause, Hints on the Settlement of Claims for Losses by Fire, under Mercantile Policies, by Richard Atkins.

XIII. Hand Book of Adjustment of Fire Losses, Griswold. 2nd edition, 1882.

XIV. Hand Book of Adjustments of Fire Losses, Griswold. N. Y. Ins. Monitor, Pub. 3d edition, 1894.

XV. Commercial Precedents, selected from the columns of Replies and Decisions of the N. Y. Journal of Commerce, by Charles Putzel. Hartford American Pub. Co., 1881.

XVI. 10 Vols. Americanized Encyclopedia Britannica. Bedford Clarke Co. Pub., 1890.

XVII. The Civil Code of the State of California, compiled by Albert Hart. Bancroft, Whitney & Co. Pub., 1889.

XVIII. 4 Vols. Kent's Commentaries on American Law, by James Kent. 13th Edition. Charles M. Barnes, 1884.

XIX. Walkers American Law, 7th Edition, by Manning F. Force Barton. Little, Brown & Co. Pub., 1878.

XX. Morse on Arbitration and Award. Little, Brown & Co. Pub., 1872.

XXI. 4 Vols. Blackstone. Small, Wm. G. Hammond. Bancroft, Whitney & Co. Pub., 1890.

XXII. Destys Federal Constitution, 2nd Edition, by Albert Brunner. Bancroft, Whitney & Co. Pub., 1887.

XXIII. The Code of Civil Procedure of the State of California, Nathan Newmark. Bancroft, Whitney & Co. Pub., 1889.

—Referee Reed visited California last month and spoke in many cities in behalf of sound money.

—Fire losses in Chicago so far this year are three-quarters of a million less than for same time last year.

—The Magdeburg Fire will deposit \$200,000 with the Massachusetts authorities, but will continue to make New York city the headquarters of the American department.

—In a recent month the New York Life paid \$644,450 death claims, under policies on which only \$248,755 net premiums had been paid. For every dollar paid the company, \$2.59 was returned to the beneficiaries. Who dare say it does not pay to insure?

—Mr. Dean's valued policy chatecism is one of the most thorough and logical papers ever prepared on this threadbare topic. We have put it in type and will print it in our January issue, the various Coast legislatures assembling in that month. It might be well to place a copy in the hands of every Coast legislator.

—In a recent month the Equitable Life paid \$647,354 death claims, on which the premiums paid were \$261,540. The profit to the estates was \$385,814. Other life companies have similar records. Let us see—was it not Mr. Bryan who said the life companies took in more premiums than they paid out, and therefore favored a "rising standard?"

—The Northwestern Mutual Life Insurance Company of Milwaukee, Wisconsin, had a policy of \$2,500 on the life of John C. Russell of Redding, who committed suicide at that place on August 13th. Although Mrs. Russell, the beneficiary, delayed somewhat in presenting her claim, the same was promptly allowed by the company, and draft issued in payment thereof on September 5th.

—The Thuringa is planting itself in the Middle States.

—Our Special Agents' Monthly Account Books are in steady demand.

—Indiana is a fine field for wildcats. Let agents and property-owners beware.

—The last issue of the Union Mutual's bi-monthly is a special number for the Pacific department and Manager Leavitt.

—For two or three days after the election there was a great run on the safe-deposit vaults in the large cities of the Union.

—Alfred Todhunter is suing the New York Life for some \$13,000, alleged to be due on a year and a half's commissions.

—Electric light wires in a clothing-store window on Kearney street, S. F., set fire to the goods and decorations. There was considerable damage.

—An ex-San Franciscan writes us: "Nobody knows what the Coast is, until he has left. Then he appreciates the good things he enjoyed and the wonderful surroundings he was favored with in God's own country."

—Manager Dornin took the large insurance delegation in the great sound money parade as a text for a brief "open letter," asking for similar unanimity in support of sound practices and organization among underwriters in San Francisco. As he says, "If we are to share the promised prosperity, we must ourselves help to put in motion the efforts for reform."

—The American Wheelmen's Protective Association explains that "due diligence and care," required of members as a condition precedent to recovery for loss of bicycle, is a relative term which cannot be defined closely. Leaving the wheel in front of or in hallway of some public building, it is intimated, would not be exercising due diligence and care, and the association would not be liable for loss under such circumstances. We don't imagine a court or jury would take such a view of the contract.

—The Mutual Fire has organized a Mountain department at Denver.

—A Chicago firm is said to be coining money by insuring garbage-cans against theft.

—The Union Mutual Life's new business for September was about 15 per cent. more than for the same month last year.

—The new Eastern department of the Pacific Mutual Life is in a flourishing condition. Much new business is being written in the Middle States.

—\$375,878 paid to the beneficiaries; premiums on same policies only \$160,267; return over cost, \$215,611. This is only one week's record of the Mutual Life.

—P. E. Rasor has been appointed United States manager of the Magdeburg Fire, with headquarters in New York city. Mr. Rasor was recently assistant manager of Lancashire under Manager Litchfield. He is a graduate of the German-American office.

—A great scheme, with "millions in it," and quite worthy of the genius of Col. Sellers, is said to have originated in Colorado, as fit a place as any for this Sellerian undertaking. We read with delight—in the daily newspaper freaks—that the "great life insurance corporations" have united in the purchase of grounds and the erection of a mammoth sanitarium for consumptives. Colorado has been selected as the place, in the belief that the clear air and low temperature will prolong life even if a cure be not effected. The design is to get more premiums from the unfortunate consumptives, and further use of the principal otherwise payable to the beneficiaries. How simple! The victims of tuberculosis do not seem to have anything to say in the matter, and it is not made clear why they should be willing nor how they would be able to pay the expenses of living in a sanitarium. Possibly it is a part of this magnificent Colorado scheme for the insurance companies to pay the bills!

The way to have money is to save it, and the way to save it is to take out an endowment life insurance policy. Head poor, young man.

—The Union Mutual Life recently paid a loss at San Diego (Arthur E. Loring, deceased) on a policy that had lapsed for non-payment of premiums.

—J. H. Borland, general agent National Surety Company of Kansas City, visited the "States" last month. Mr. B. reports the National Surety head office people highly pleased with the business of 1896 up to date, and especially gratified with the healthy increase in the business on this Coast.

—It is again suggested that papers to be read at underwriters' meetings be printed a fortnight or so in advance, in order that they may be discussed intelligently at the meeting itself. The suggestion is submitted to the Fire Underwriters' Association of the Pacific. The additional cost of printing the papers in pamphlet form for members would be small. Or let the committee in charge select such papers as may be likely to elicit discussion, for prior printing and circulation. It would add interest to the meeting, and increase the attendance, if the principal papers were to be discussed then and there.

—The Aetna Life of Hartford has divided the United States into three supervisory districts, three superintendent of agencies with full control of territory named having been placed in charge as follows: A. F. Nason, all territory east of Chicago, with headquarters at Hartford; T. B. Merrill, all territory west and south of Chicago (except the Rocky Mountain and Pacific states), with headquarters at Chicago; H. B. Houghton, now manager for California, will supervise all the Coast and mountain territory, including Colorado and Montana, with headquarters at San Francisco. These gentlemen will have full charge of the agency systems in these territories as to both life and accident business.

—Special Agent Robt. L. Krum has been appointed assistant secretary of the German-American. This Krum was picked up in Indiana.

—R. J. Hirsch, of Chicago, for a time in the service of the Continental in San Francisco and in the North, is not now with that company.

—The old rates of 25 for one, 50 for three and 75 cents for five years, on apartment dwellings, have been restored in Boston. The new rate was \$1.20 for five. The Eastern press roars gently over such downfalls.

—Shoemakers, too, as well as livery-men and others, complain of the effects of the bicycle fad. There is far less walking for exercise than formerly. Not a few failures and fires can be attributed to the effects of the bicycle craze on various trades.

—Vice-President Kenney of the Western of Toronto visited California last month. When here Mr. Kenney decided to continue the marine department of his company under the management of F. W. Krause, who for the past five years has acted as chief counter man of this agency. The office of the marine branch of the company will remain at present location until Jan. 1, when the fire and marine business will occupy offices together.

—In New York, in an award as to the liability of carriers and insurers, the arbitrator held that where, in unloading from steamer, goods are taken in trucks by ship's stevedores to points of deposit or "stations" on railroad wharf preparatory to being loaded into cars, the steamship completes delivery by unloading the trucks at these "stations" in the railroad warehouse; that subsequent checking of the merchandise by the loading clerk is not essential to delivery, and also that this liability of railroad was not modified by terms of the various traffic agreements between the steamship company and the railroad.

—The Masonic Mutual of Minneapolis will go out of business.

—"Oh, We Are Jolly Life Insurance Men," by George W. Hatch, of the *Insurance Age*, is for sale by the Bayonne Music Publishing Co., Bayonne, N. J. Price 20 cents. It was sung at the meeting of the National Association, and made quite a hit. Funny, though, nobody prints the chorus.

—Writing of compensation, Vice-President Halsey of the Manhattan Life says: "while looking over compensations, one cannot be overlooked, nor taken away from the agent. If he be one who would not be willing to live by 'bread alone,' but who wants to have some good and beneficial results of his life's works to look back on, this compensation will be found in the amounts paid over to the widows and orphans of persons whom he had induced to insure, and all the more so as everybody knows that very few persons insure without the most strenuous urging on the part of the agent. There are agents who have been more productive of benefit to their fellow men and more truly philanthropic than many men who have made great public use of their wealth. There have been life agents whose individual benefactions in this way have exceeded \$2,000,000.

—George Washington was a member of Friendship fire company, of Alexandria, Va., before the independence of the United States was declared. When he attended the Continental Congress in Philadelphia in 1775, he purchased a hand engine, which he presented to the company, and which did duty in that city for many years. Washington always retained an interest in the company, and often lent a hand at the rope. After he had served his second term as president, and had retired to private life, it happened one day that he was riding through the city, when an alarm of fire was given. His old company came jogging along, short handed, with hardly men enough to drag the engine. Springing from his horse, Washington called to several men standing near, and grasping the rope he made good time to the fire. This happened just a short time before his death, and was his last appearance as a fireman.—*Fireman*.

—A. Wenzelburger, accountant and independent adjuster, has removed to the Fireman's Fund building, room 11.

—A fight for sprinklered risks has begun in New York, though rates are still "on." Non-board competition is the alleged cause.

—Ex-President Taylor, of the Sun Ins. Co., candidate for mayor of San Francisco, was defeated. The proposed charter, which took the fire department out of politics, was defeated by a small majority.

—The total premium income of the fire and life insurance companies of Hartford, Conn., in 1895 was \$38,510,580, of which \$20,487,924 was fire premiums and \$18,022,665 life and accident premiums. The Hartford Fire had the largest and the Connecticut General Life the smallest premium income of the Hartford companies.

—A prominent business man in northern California wrote to the COAST REVIEW a few days ago for advice as to the best life insurance policy for him to take. "A mutual, such as the Chosen Friends, or one in an old line company." The COAST REVIEW advised him that, unless he intended to die "right-away-quick," he had better take the "old line" policy.

Jennings & Caine Co., Salt Lake City, is succeeded by the Caine & Cooper Co.

J. M. Beck, lately of Chicago, formerly of San Francisco, is now a resident of southern California.

Judge Sanderson, who went out of his way to meanly score an insurance company, a defendant in his court, was defeated at the recent election in San Francisco, we are happy to say.

A Quarter Century of Creditable Existence.

From the Boston Standard.

With its September issue, the COAST REVIEW, celebrates its twenty-fifth anniversary, that publication having been founded in 1871. The present number is replete with interesting matter anent the live topics of the hour, and its well-filled pages bear ample evidence that it is appreciated by the insurance fraternity. The COAST REVIEW has always stood for correct practices in underwriting and justly deserves the high place which it occupies among the insurance journals of the country. *The Standard* herewith tenders the REVIEW its hearty congratulation upon arriving at its quarter century of useful existence, and hopes that it may find itself a necessary factor in the dissemination of underwriting knowledge for years to come.

THE PENN MUTUAL LIFE INSURANCE CO.

... OF PHILADELPHIA ...

Organized 1847. Purely Mutual.

Admitted Assets, \$27,213,917.61

ONE OF THE OLDEST, STRONGEST AND BEST

The most attractive canvassing document in the field is the lithographic fac-simile of our New Policy. It shows in plain figures for each year and any age, the Guaranteed Cash or Loan Values, the Paid up Insurance and term of Automatic Extension.

Understood at a glance and easy to sell.

WHY NOT GIVE YOURSELF THIS ADVANTAGE?

Let us send you an Illustrated Policy made out at your age.

To reliable agents the most liberal contracts and desirable territory can be given. Address,

SHERMAN & HARMON, General Agents,

North Pacific Department, 727, 728 and 729 Marguam Building, Portland, Ore.

—A. A. Allen has been appointed special agent and adjuster of the Aachen and Munich Fire Ins. Co., with headquarters at Los Angeles.

—Montana.—A correspondent writes: "Insurance business in Montana has for some time past moved along in a most satisfactory manner."

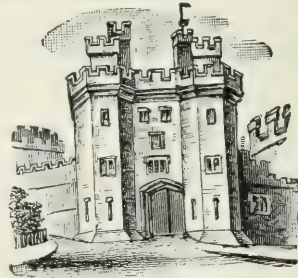
—To compel the payment of low commissions a New York tariff association has reduced rates 50 per cent. on Long Island. Experience elsewhere does not wholly justify the hope that even so sweeping a reduction will prevent the payment of high commissions on business deemed extra choice.

—Burglary Insurance.—Paul Slavin of New York had his store insured against burglary, in the U. S. Casualty, heir to the U. S. Mutual. Now the company refuses to pay his claim. The company has an offsetting claim, to-wit: that Slavin was not robbed. The "assured" sues for indemnity and for defamation of character.

—The Merchants National of Chicago celebrates its first month with a bragging circular. The net premiums to date, with amount of stock paid in, "makes" the assets of the company "about \$27,000." Thanks are returned to agents and brokers for the "liberal amount of business." All which is signed by Freddy Bishop, president, and Clint Weeks, secretary. The treasurer of this little Chicago giant has an easy job.

—Connecticut Companies.—The insurance department of Connecticut has just completed an examination of all the fire companies of that state. The assets of the Connecticut Fire are advanced \$22,000; those of the Phoenix, \$61,000. Other offices' figures are reduced somewhat.

The Palatine INSURANCE COMPANY, LTD. OF MANCHESTER, ENGLAND.



For Fire Insurance.

Assets in United States \$2,836,236 28
Net Surplus \$ 568,320 47

Writing Large Lines On Desirable Business.
Applications for Agencies or Information should be addressed

For Eastern and Middle States:

WILLIAM BELL, { Joint Managers.
WILLIAM WOOD, }

WILLIAM M. BALLARD, Branch Sec'y.
21 Nassau St., (Equitable Bldg.), New York.

For Western States:

GEORGE M. FISHER, Manager,
205 La Salle Street, Chicago, Ill.

For Southern States:

FINLEY & JANVIER, Managers,
308 Camp Street, New Orleans, La.

For Pacific Coast:

CHARLES A. LATON, Manager,
439 California Street, San Francisco, Cal.

J. S. Winchester,



ATTORNEY
AND
COUNSELOR AT LAW,

Correspondence Solicited.
References on Application.



Sherlock Building,
PORTLAND, OREGON.

Makes a . .
Specialty of
Insurance .
Law . . .

QUEEN Insurance Company

Of America, N. Y.

Assets,	.	.	.	\$4,039,586.00
Surplus,	.	.	.	\$1,518,923.00

J. A. MACDONALD, President,

GEO. W. BURCHILL, Secretary.

ROLLA V. WATT, Pacific Coast Manager
502 Montgomery Street, San Francisco.

SPECIAL AGENTS AND ADJUSTERS ROYAL AND QUEEN INS. CO.'S


John T. Fogarty, Frank M. Gilcrest, H. R. Burke, J. N. Reynolds, Wm. Maris.

ASSETS,	.	.	.	\$ 40,782,015 93
SURPLUS, (Net)	.	.	.	13,748,733 00
LOSSES PAID, OVER	.	.	.	100,000,000 00

Transacts Largest FIRE Insurance Business of any Company in the World.

CHARLES ALCOCK, MANAGER,
J. BEAVAN, SUB-MANAGER,
LIVERPOOL, ENGLAND.

DEPARTMENT OFFICES:
BOSTON, NEW YORK, PHILADELPHIA, CHICAGO, LOUISVILLE,
SAN FRANCISCO.

 Agencies in all principal Cities and Towns.



ROLLA V. WATT, Pacific Coast Manager,
502 Montgomery Street, San Francisco.

—Members of the Fire Underwriters' Association of the Pacific might read the Calef essay with advantage—at least some of them might. A part of the essay (printed elsewhere) applies as well to fire men as to life men.

Twenty-Five Years of Coast Review.

[From *The Adjuster*.]

The COAST REVIEW is to be congratulated upon having attained its twenty-fifth birthday. The journal has steadily improved during the quarter century of its existence, until it is to-day the peer of any class publication in this or any other country. The September number was specially interesting, containing a brief review of the principal events of interest to the insurance world during the last decade. The success of the COAST REVIEW has been well earned, and we extend to Publisher Edwards our sincere wishes for a long period of continued prosperity.

Our Directory of Pacific Coast Field Men.

Special agents are requested to notify us of changes in address. Notices of new appointments of special and local agents are also requested.

Attached Field Men.

AACHEN & MUNICH.

A. A. Allen, Los Angeles, California.
L. F. Lamping, Portland, Oregon.

ATLAS ASSURANCE.

E. J. Jolly, Denver, Colorado.
William Manning, 309 Sansome street, S. F.
ETNA.

Ed. C. Morrison, 514 California street, S. F.
Louis Mel, 514 California street, S. F.
W. L. Gazzam, Seattle, Wash.

L. B. EDWARDS, MANAGER.

R. De Lappe, 323 California street, S. F.
H. McD. Spencer, 323 California st., S. F.
Dixwell Hewitt, Portland, Or.

CESAR BERTHEAU, MANAGER.

A. W. Thornton, 210 Sansome street, S. F.
BRITISH AMERICA AND WESTERN.

H. W. Fores, 423 California street, S. F.
W. L. W. Miller, Denver, Col.
Jno. H. Nelson, Portland, Or.
H. J. Schaeffer, Spokane, Wash.

EDWARD BROWN & SON, GEN'L AGENTS.

T. J. A. Tiedeman, 407 Montgomery st., S. F.
W. H. Hill, 407 Montgomery street, S. F.
N. B. Whitley, Seattle, Wash.
W. H. Gibbons, Salt Lake City, Utah.

BUTLER & HALDAN AGENCY.

B. C. Dick, 413 California street, San Fran.
C. S. Spinney, 413 California street, S. F.

The Coast Review

....Job Print

Is getting out the finest Insurance office stationery ever furnished on this Coast, and at prices away down **be-low** fire insurance rates.



New Presses

New Type



Calendars,

Blotters,

Daily Reports,

Letterheads,

Envelopes,

Etc., Etc.,

furnished on short notice.

PRESS ROOMS, 424 SANSOME ST.

BUSINESS OFFICE:

508 Montgomery Street.

J. G. EDWARDS, MANAGER.

CONTINENTAL

D. W. Graves, P. O. Box 2536, San Fran.
Walter J. Wilson, P. O. Box 750, Port'd, Or.
C. R. Tuttle, Denver, Colorado.

COMMERCIAL UNION.

W. P. Thomas, 301 California street, S. F.
A. T. Von Etlinger, 301 California st., S. F.
E. T. Neibling, Portland, Or.

CHAS. CHRISTENSEN'S AGENCY.

Frank C. Story, 317 California street, S. F.
W. A. Frazer, 317 California street, S. F.

ROBERT DICKSON'S AGENCY.

J. E. Hendry, 501 Montgomery street, S. F.
Guy Francis, 501 Montgomery street, S. F.
John Marshall, Jr., 501 Montgomery st., S. F.
Edward Hall, Portland, Or.
R. M. Thomson, Los Angeles, Cal.

FIREMANS' FUND.

F. H. McElhone, Dallas, Texas.
F. G. White, Denver, Colorado.
G. F. Ashton, Spokane, Wash.
R. P. Fabj, Portland, Or.
L. M. Seaton, Los Angeles, Cal.
G. H. Mendell, Jr., 401 California st., S. F.
R. D. Hunter, 401 California street, S. F.

GERMAN-AMERICAN.

Chas. R. Thompson, Portland, Or.
Harry Benner, 435 California street, S. F.
T. H. Williams, 435 California st., S. F.

HAMBURG-BREMEN.

Harry C. Boyd, 415 California st., San Fran.

HARTFORD.

J. J. Agard, 313 California street, San Fran.
John M. Holmes, 313 California street, S. F.
Thomas J. Conroy, Portland, Or.

HOME MUTUAL.

W. B. Westlake, 318 California street, S. F.
N. C. Farnum, 318 California street, S. F.
R. P. Fabj, Portland, Or.
G. F. Ashton, Spokane, Wash.
E. E. Eitel, 404 S. Broadway, Los Angeles,

INS. CO. OF NORTH AMERICA.

J. K. Hamilton, 412 California street, S. F.
C. O. Scott, 412 California street, San Fran.
M. H. Merrill, Portland, Or.

LANCASHIRE.

Walter M. Speyer, 322 California st., S. F.
C. O. Hawley, Los Angeles, Cal.

LIVERPOOL & LONDON & GLOBE.

R. G. Brush, 422 California street, S. F.
E. G. Sprowl, Tacoma, Wash.

LONDON & LANCASHIRE.

W. B. Hopkins, 315 Montgomery street, S. F.
Sidney H. Smith, 315 Montgomery st., S. F.
Sam. B. Stoy, Portland, Or.
J. K. Urmston, Los Angeles, Cal.

LONDON & NORTHERN.

Frank L. Hunter, 221 Sansome street, S. F.
F. C. H. Robins, 221 Sansome street, S. F.

MAGDEBURG.

Leslie Bates, 303 California st., San Fran.

NATIONAL & SPRINGFIELD.

Leslie H. Lord, 409 California street, S. F.
Hiram H. Lee, Denver, Colorado.

B. B. Brownell, Tacoma, Wash.
John C. Dornin, Everett, Wash.

NORTH BRITISH & MERCANTILE.

W. H. Bagley, 412 Pine street, San Fran.
E. L. Thompson, 412 Pine street, S. F.
Edward Niles, "

NORTH GERMAN.

J. H. Ankele, 225 Sansome street, San Fran.

NORWICH UNION.

J. L. Fuller, 308 Pine street, San Francisco
R. H. DeLafield, 308 Pine st., San Francisco
F. C. Staniford, 308 Pine street, S. F.

PENALINE.

Henry T. Fennel, 439 California street, S. F.
Thomas J. Duffy, 439 California street, S. F.
Edward O. Hughes, Denver, Colorado.
F. J. H. Manning, Portland, Or.

PENNSYLVANIA FIRE.

Homer A. Craig, 436 California street, S. F.
Chester Deering, 436 California street, S. F.
J. H. Clinkscales, San Diego.
Geo. E. Faw, 436 California street, S. F.

PHENIX & HOME.

Paul M. Nippert, San Francisco, Cal.
Harry L. Roff, San Francisco, Cal.
A. P. Sinclair, Salt Lake City, Utah.
Junius Young, "
E. E. Casady, "
A. F. Gartner, Portland, Or.
Wm. Church, Jr., "
W. H. Bonsall, Los Angeles, Cal.

ROYAL & QUEEN.

John T. Fogarty, 502 Montgomery st., S. F.
F. M. Gilcrest, Oakland, Cal.
Jas. N. Reynolds, 502 Montgomery st., S. F.
Wm. Maris, 502 Montgomery st., S. F.
H. R. Burke, Portland, Or.

SCOTTISH UNION AND ORIENT.

Leslie A. Wright, 420 California st., S. F.
James H. Morrow, 420 California st., S. F.

SUN, IMPERIAL & LION.

W. A. Mathews, 205 Sansome street, S. F.
W. B. Foster, 205 Sansome street, San Fran.
E. C. Johnson, 205 Sansome street, S. F.
W. H. Raymond, Portland, Or.

THURINGIA.

R. B. Friend, 208 Sansome street, S. F.
C. G. Yates, Denver, Colorado.

TRANSATLANTIC.

D. M. McVee, 213 Sansome street, S. F.

UNION ASSURANCE.

Harry H. Smith, 406 California street, S. F.

WESTCHESTER.

A. R. D. Patterson, 215 Sansome st., S. F.
Independent Adjusters and Special Agents.

A. R. Gurrey, 401 California street, S. F.
E. P. Farnsworth, 401 California street, S. F.
R. H. Nauton, Safe Deposit Bldg., S. F.
D. B. Wilson,
J. D. Lavery, 423 California street, S. F.
Calvert Meade, 106 Leidesdorff street, S. F.
A. A. Andre, 221 Sansome street, San Fran.
Adolph Wenzelburger, 508 Califom st., S. F.
William L. Chalmers, Portland, Or.
B. D. Smalley, Seattle, Wash.
Amos F. Sewell, 436 California street, S. F.
A. G. Ridling, 423 California street, S. F.

--We are again able to supply Otey Manuals.

--The Thuringia has opened an office in London. The United States branch, in charge of Manager Voss, at Chicago, is extending its connections in this country.

--Incendiaries are again at work on Fresno, Cal., churches.

--Eighteen unrodded buildings burned or damaged by lightning: none that had lightning-rods were damaged. This is the record of a farmers' mutual.

THE

THURINGIA

INSURANCE COMPANY

OF ERFURT, GERMANY

ESTABLISHED 1853
CAPITAL \$2,250,000.00



Deposited in the United States for the benefit of
American Policyholders \$250,000 in U. S. Bonds

F. G. VOSS

United States Manager

Chicago, Illinois

PACIFIC DEPARTMENT:

208 SANSOME STREET - - - SAN FRANCISCO

PHENIX



Insurance Company

OF BROOKLYN, N. Y.

CASH CAPITAL - - - - - \$1,000,000.00

Assets January 1st, 1896, \$5,739,044.00 | Losses Paid, over \$55,000,000.00

GEO. P. SHELDON, President

C. C. LITTLE, Vice-President and Secretary

EUGENE HARBECK, General Agent Western Department

205 La Salle St., Chicago, Ill.

JOHN C. MOONEY, Denver, Colorado, Special Agent for Colorado, Wyoming, New Mexico, Utah, Montana

THE COAST REVIEW

A MONTHLY JOURNAL.

Devoted to all kinds of Insurance that INSURES. Published on the Fifteenth of every Month.

PER YEAR . . . \$3.00

PER COPY . . . 25 cts.

Postage added to Foreign Subscriptions.

J. G. EDWARDS, *Proprietor.*

Pacific Mutual Building, San Francisco.

Telephone No. 1330.

VOL. 50.

DECEMBER, 1896.

NO. 12.

The Coast Review Advertisements.

Changes should be sent in before the first of the month.

It is never too late for a new advertisement.

Our advertisements are an invitation for agencies for insurance, and for inquiries as to rates, plans, etc.

Advertisers should frame their ads for reference purposes, as well as to bring out the strong points of the company. As many copies of the COAST REVIEW are placed in the hands of property owners and applicants for insurance, it is well to take this fact into consideration in the wording and display of an advertisement.

The Otey Manual.

Following are a few expressions in favor of The Otey Manual written us by correspondents:

"It is a great help."

"It is certainly perfection."

"Contains many suggestions of great value to local agents."

"Contains information not to be obtained from any other source."

"I could not well do without it."

"I find within its pages a vast amount of useful information."

"I have never seen any other manual that would give the local agent as much intelligent aid."

"We keep it ready at hand, referring to it often, using it as an authority."

"I keep it on my desk for reference."

"It is the best instruction book for agents."

"I note many items of advantage to me, and for which I have looked in vain elsewhere."

"The best book of the kind published."

"It is just what we agents need."

"Explanations are clear and concise."

"It is easily understood."

"Most complete, concise and clearly written book of the kind I have ever seen."

Holiday Greetings.

The COAST REVIEW extends to its readers the compliments of the season, and wishes them prosperity and long life. The turkey bird signs on Thanksgiving's Day were very auspicious, and their prophecies on Christmas and New Year's will doubtless inspire equal cheerfulness. Fire underwriters, unfortunately, will not have their share of bright anticipations and good cheer, if rates are not restored. We hope that our readers, generals, locals, specials, adjusters and all interested in the prosperity of fire insurance in this field, will hear of the restoration of rates before the holidays.

Our Digest of Recent Insurance Decisions.

AMERICAN STATE SUPREME COURTS AND FEDERAL DISTRICT AND SUPREME COURTS.

Fire.

154. Springfield F. & M. Ins. Co., v. Payne, et. al., Kas. S. C., 46 P. R. 315.

APPRAISEMENT.

In the absence of fraud or mistake, the written agreement of the assured and several insurers for the appraisal of a fire loss is the best evidence of the intent of the parties in entering into it.

For the purpose of testing the validity of an award of appraisers of a fire loss, it

is improper to submit to the jury whether the appraisers were in possession of the facts necessary to an intelligent conclusion, or whether they took into consideration all the items of the loss covered by the policy. Such an award is valid and binding if the proceeding is honestly and fairly conducted, but, in the case of destroyed property, which an appraiser had never seen, fairness would require that he be informed by evidence of some sort (not necessarily under oath) as to the character and value of the property; and: unless an opportunity is afforded to impart such information, the award will not be binding.

Evidence of the cost of a building is not usually evidence of its value at a particular time: but witnesses who are not architects, builders, or contractors may be allowed to state their opinions as to the worth of a building from a general knowledge of it without being able to estimate the value of any of the materials entering into its construction, such inability affecting the weight, but not the competency, of the testimony.

Although a submission to appraisers may not be a condition precedent to the commencement of an action, for the reason that neither party made a written demand therefor, yet, when an appraisal is agreed upon, the parties are bound by the award, unless the same is invalid; and the burden of proof in that respect rests upon the party who challenges it.

o o o

155. *Dodge, v. Hamburg-Bremen F. Ins. Co., Kan. C. of A., 46 P. R. 25.*

TITLE-MORTGAGE.

When a loss of insured property occurs according to the terms of the policy, and the insurance policy has attached to it a subrogation contract which stipulates that the loss, if any, is payable to a mortgagee, or his assigns, as his interest may appear, the owner of the mortgage is the insured, to the extent of his interest, and a change of title which increases his interest in the insured property, even to absolute owner-

ship, will not release the insurance company from its liability to pay the loss.

A change in the title of insured property, which increases the interest of the insured from a lien holder to absolute ownership, is not such a change of ownership as requires notice to be given to the insurance company, under the terms of a subrogation contract which stipulates that the mortgagee shall notify the insurance company of any change of ownership.

o o o

156. *Schmurr, v. State Ins. Co., Or. S. C., 46 P. R. 363.*

PROOFS OF LOSS.

A policy of fire insurance provided that, as part of the proofs of loss, the insured should furnish a certificate of a notary as to the circumstances of the fire, and, if the claim be for a building, a certificate of a builder showing the value of the building before the fire. The insured, after loss, sent a proof of loss, but without the certificates referred to. The proofs were returned as defective, in that the value of the building was not stated, except by the insured himself. The attorney of the insured attached his certificate as notary, stating the facts required, and sent the proofs a second time, with a request to be informed in what particular, if any, they were defective. Held, that a subsequent return of the proofs by the company, with the information merely that they were "declined and objected to," was insufficient, estopping the company from pleading in avoidance of its liability that no builder's certificate was attached to the proofs.

NOTARY'S CERTIFICATE.

Nor can the company object to the notary's certificate on the ground that the facts show that the officer making it was not the notary nearest the fire.

FAILURE TO CANCEL.

A policy of fire insurance provided that in the case of the erection of adjoining buildings, without notification to the company and its consent in writing, the policy should be void, and also that any notice

given to or representation by any solicitor or agent of the company as to the property, title, etc., insured under the policy, should not be binding on the company. The insured, after issue of the policy, and when the premium was paid, notified the agent of the erection of a building within the prohibited distance, and asked what the extra premium would be. The agent wrote to the company to ascertain the fact, and informed the plaintiff of the result. Plaintiff declined to pay the extra amount demanded, but the policy was not canceled. Held, that the acceptance of the premium and the failure to cancel the policy operated as a waiver of the condition binding the company.

WAIVER BY PAROL.

The waiver of the conditions of a policy of insurance by parol will bind the company, even though the policy provides that no such waiver or modification will bind the company unless indorsed in writing on the policy.

o o o

157. Long Creek Bldg. Assn., v. State Ins. Co., Or. S. C., 46 P. R. 366.

PREMIUM NOTE.

Where a note given for the premium due upon a policy of insurance is made payable at the home office of the company, the insured, on making payment to an agent not in possession of the note, assumes the burden of proof that such agent had authority, expressed or implied, to receive the money.

The mere authority of the agent of an insurance company to solicit applications for insurance, to countersign and deliver policies, and to receive and transmit premiums, does not carry with it authority to receive payment upon a premium note which, by its terms, is payable at the home office of the company, and of which the agent had not at the time the possession.

Where the issue was whether the payment by the insured of a premium note to an agent who had not possession thereof was payment to the company, it

appeared that the note, by its terms, was payable at the home office; that, before the note came due, the company notified plaintiff of the fact, and that no agent or other person had authority to collect it, or receive payment thereof, unless he had the note in his possession at the time. Held, that it was error to charge the jury that such notice was not binding on the plaintiff, unless the company showed that its terms had been accepted by the plaintiff.

+

158. Caldwell v. Fire Association, Penn. S. C., 35 A. R. 612.

TITLE ESTOPPEL.

Intestate, who acquired at sheriff's sale the legal title to certain premises, under an agreement to pay to others who had contributed to the purchase money their pro rata shares of the proceeds of the property on sale thereof, applied for insurance thereon, and when asked by the agent, who had information of a mixed ownership, "Who is the title in?" replied, "The title is in me. I have the deed:" whereupon the policy was issued in intestate's name, without further inquiry. Held, that the company was estopped from asserting a breach of a condition for forfeiture of the policy "if the interest of the insured be not truly stated therein, * * * or if the interest of the insured be otherwise than unconditional and sole ownership."

o o o

159. Aetna Ins. Co. v. Strout, Ind. A. C., 44 N. E. R. 934.

INSURANCE ON PATTERNS.

A policy insured "\$750 on * * * building, * * * situated on lot 6; * * * \$250 on boiler and engine, while contained in above described building; \$1,000 on machinery, tools, consisting of * * * and patterns and other tools." Held, that patterns, to be covered by the policy, need not necessarily be contained in the building insured.

160. *Hare v. Headley*, N. J. C. Cham.,
35 A. R. 445.

SUBROGATION—ASSIGNMENT.

The claims of a company, which paid insurance to a mortgagee, to a part of the proceeds of the mortgage sale, through subrogation to the rights of the mortgagee, are assignable.

OWNERSHIP.

Insured is the sole and unconditional owner of the insured property, notwithstanding he had previously mortgaged it.

FORFEITURE.

Insured cannot be held to have forfeited his rights under the policy because not commencing suit on it within a year after loss, the insurer having within the time paid the whole loss to the mortgagee of insured; and this whether the payment be considered as made to him simply as the appointee of the owner, or by reason of an independent contract between the insurer and the mortgagee that the rights of the latter, as mortgagee, to any insurance, should not be lost on account of any act or default of the insured.

° ° °

161. *Kiernan v. Dutchess Co. Mut.*, N. Y. C. of A., 44 N. E. R. 698.

INCUMBRANCE.

Where, in negotiations for settlement of a loss on different kinds of property, covered by the same policy, a part of which had been mortgaged by the insured in violation of a condition of the policy, the company, though informed of such mortgage, made no objection on that ground, but after an appraisal, including the mortgaged property, tendered payment of the amount thereof, and prepared proofs of loss for the insured to sign, covering such property, and also rejected proofs of loss presented by the insured, solely on other grounds, its conduct amounted to a waiver of such condition.

IMPEACHMENT OF APPRAISAL.

When the acceptance of a person as one of the appraisers of a loss by the insured

is induced by the company by false statements as to his business and impartiality, such fact affords grounds for setting aside an award which is grossly below the actual loss.

° ° °

162. *Fireman's Fund Ins. Co. v. Western Refrigerator Co.*, Ill. S. C., 44
N. E. R. 746.

LEGAL RATE OF INTEREST.

Where the legislature changes the rate of interest allowed by statute on contracts which do not provide for payment of interest, such contracts only bear the altered rate from the time of the passage of the act changing the rate.

CONTRACT.

Plaintiff was engaged in the cold-storage business, keeping in store eggs, poultry, etc., which were constantly changing. The policy in suit insured the merchandise contained in the warehouse, "not specifically insured." Plaintiff held another policy on the poultry in the warehouse. Held, that the poultry was "specifically insured," and therefore was not covered by the second policy.

WAIVER.

A provision in an insurance policy that an agent of the insurer shall not have authority to waive any of the conditions of the policy does not apply to a condition requiring suit to be brought within a specified time, but applies only to conditions entering into and forming the contract of insurance.

* * *

Accident.

163. *Peele v. Provident Fund Soc.*, Ind. S. C., 44 N. E. R. 661.

AGENT'S KNOWLEDGE.

In an action on a life and accident policy which required, under penalty of forfeiture, notice of accidental injury or death to be given within 10 days, with "full particulars of the accident and injury," it appeared that the insured was drowned;

that his wife, the beneficiary, did and could not know until the finding of a coroner's jury, 11 days after his death, that he had died of accident; that, within 5 days afterwards, she gave the required notice; and that the company admitted that he was accidentally drowned. Held, that the notice was sufficient where the company's general agent had actual knowledge of the facts within less than 10 days.

Life.

164. *Imbrie v. Manhattan Life Ins. Co.*
Penn. S. C., 35 A. R. 556.

PAYMENT OF PREMIUM.

A life insurance policy required the premium to be paid in cash, before the policy should become binding, and provided that the provisions of the policy could only be waived by written agreement signed by the president or secretary of the company. The note of insured was taken by insurer's agent in payment of the premium, and insurer—with knowledge of such fact—in settlement with the agent, took the note, and sent it to insured's town, indorsed for collection. Part of the note was paid, and the balance charged to the agent, who received from insured a renewal note for such balance. Before the expiration of the year for which the premium was so paid, insurer notified insured that, unless the premium for the succeeding year was paid by a certain time, the policy would be forfeited. Insured died before the second premium was due. Held, that the insurer ratified the action of the agent in accepting the note in payment of the premium, and therefore could not defeat a recovery on the policy on the ground that the premium was not paid in cash.

° ° °

165. *Carpenter v. Negus*, N. Y. S. C.,
40 N. Y. Supp. 995.

CHANGE OF BENEFICIARY.

A policy on the life of a husband, payable to his wife, or, in case of her death

before his, to her children, provided that a paid-up policy might be taken at any time after two annual premiums had been paid. After the death of the wife the husband surrendered the policy, and took a paid-up policy, payable to the deceased wife, if living, "and, if not living, to the children of said person whose life is hereby insured," after which the husband married again, and had children by his second wife. Held, that the children of the second wife were not entitled to any portion of the insurance money, where the children of the first wife did not consent to the change in the designation of the beneficiary, or ratify it after it was made.

Don't Rely on Such Reserve Funds.

The Mutual Benefit Life Association of New York, now in the hands of a receiver, has \$120,000 in its reserve fund, but none of this goes to creditors. The \$400,000 death claims must be paid in whole or in part—if anything is ever paid—out of the proceeds of an assessment. Doubtless attempts to collect the receiver's assessment levy will be made, but in such cases very little is ever collected. A trust company has the \$120,000 reserve fund, and the court has directed this company to distribute the fund among the living members, in proportion to the amount paid in assessments by the individual. The fund was created by a reserve of 20 per cent. to pay losses in excess of the American Mortality Table. There were no such excess losses, and the money therefor reverts to the contributors. Years ago the COAST REVIEW warned the members of this same association and of a similar one in San Francisco, that the so-called reserve fund must not be considered as a part of the assets applicable to the payment of ordinary death claims. This journal was the only one taking that position, and it is therefore with pardonable pride that we refer to our vindication by the supreme court of New York. The association referred to above reinsured the Home Benefit Life of San Francisco, with the approval of Commissioner Wilson of the California insurance department and against

the protests of the COAST REVIEW. It also reinsured the Bankers and Merchants of San Francisco, and brought libel suits against this journal for its truth-telling. We have been abundantly vindicated by time and the courts.

Many Months' Miscellaneous Insurance Decisions.

BOILED DOWN BY THE COAST REVIEW CHIEF.
THE FIGURES REFER TO VOLUME AND
NUMBER.

Life.

Policy on husband's life for wife's benefit can not be assigned by them jointly to secure his debt. His act can not divest her interest, and hers is void for that purpose.

Assignment by endorsement is governed by law of state where assignment is made.

When insurance is procured by husband, payable to wife, her name alone being mentioned, and she dies before the husband, the proceeds do not go to her personal representatives. 48-1

Where applicant agrees that he will not die by his own act within two years, and designedly takes his life within that period, plaintiff can recover if, when deceased took his life, his reasoning faculties were so impaired that he was unable to understand the consequences and effect of his act. 48-2

A company is not liable where the application provides that there shall be no liability until it approved and accepted, and the applicant dies pending its consideration.

Where the beneficiary has no insurable interest, and the father of beneficiary pays the premium, the heirs of assured can recover, in preference to such beneficiary.

As an insured may make a person who has no insurable interest the beneficiary, the fact that the premiums are paid by such beneficiary does not render the policy void. The courts will consider him a trustee for the benefit of the heirs. 48-3

Insurance policy was for benefit of his widow and his then surviving children.

He subsequently married again. Dying he left a widow, one daughter and a grand daughter, the child of another deceased daughter. Held, that the widow and surviving daughter took one-half each of the policy. The grand daughter was not a beneficiary.

At the time of death of insurer the only surviving beneficiary was a daughter who was also sole legatee under the will of the mother. Policy was for the express benefit of wife and two daughters. Held, that the daughter took one-third in her own right and one-third also as legatee; that the remaining third belonged to the heir of the other deceased daughter. 48-4

Where an agent soliciting life insurance fills out an application for an illiterate person, and signs the same without informing him of its contents, there is no warranty by the assured of the truth of the facts therein stated. 48-5

An assignment of a policy although not indorsed thereon, nor notice given the company, is nevertheless valid as between the parties to the assignment.

The giving of a note for a premium to an agent not authorized to accept a substitute for cash will not keep policy alive unless accepted by the company or brought to its knowledge.

The acceptance of premiums after due, in one year, does not show such a course of dealing as justifies the insured in believing that punctuality in paying premiums is not required, so as to excuse delay in the following year.

Failure to pay premium note when due will render policy void without formal cancellation.

The custom of not treating policies as forfeited by non-payment of premium notes will not prevail over written terms. 49-1

Where an applicant for life insurance caused policy to be issued in favor of another, the effect is the same as if it had been issued to applicant and assigned to such other person; and the policy is not

subject to objection of want of insurable interest.

Under partnership policy, after dissolution, the continuing partner, having no longer an interest in life of insured, cannot recover on the policy.

In view of provision in a contract of life agency, that agents crediting premiums do so at their own risk, a provision expressly withholding from the agent authority to give credit will be interpreted to mean credit for the company. 49-5

Insured may recover premiums paid where policy is issued on application in which agent writes answer rendering it void. 49-7

Policy payable to widow and surviving children of the insured is no part of the assets of the estate, and if collected by the executors the latter are personally liable to the beneficiaries for the amount.

Mere delivery of policy by husband and wife, to secure a joint note executed by them, does not operate as an assignment of the policy, but is only a pledge of the wife's contingent interest therein. 49-9

False answer by applicant as to disease will constitute a breach of contract, though such disease is not material to the risk. 49-10

The company received a premium long after due and placed it to insured's credit, but insisted on a new medical examination and certificate, but did not tender premium. Held, that the company waived the forfeiture of the policy.

If a person is induced by false representations to take out a policy of insurance, he can avoid it, and recover the premiums paid. But the representations must be material, such as work an injury to him.

The relation between the holder of a matured and semi-tontine policy and the insurance company is that of debtor and creditor merely, and involves no trust relation; and a dissatisfied policyholder cannot maintain a bill for accounting and

discovery where there are no sufficient allegations of fraud.

On the dissolution of an insolvent company after death of insured, the beneficiary is the holder of a claim without preferences, and is entitled to a dividend with the other creditors.

One who pays premiums on policy at request of insured to prevent its lapsing, has a lien for such payments on a paid-up policy afterwards issued in place of the first policy. 49-11

The presumption of sanity is not overthrown by the act of committing suicide. Suicide is evidence but not proof of insanity.

By capacity to understand the moral character of the act of suicide is to be understood the knowledge, the consequences thereof to himself, his character, his family, and others. 49-12

Accident.

Fall and death caused by bodily infirmity or disease is not accidental death in the meaning of the policy. 48-1

Where insured has alighted from train, to continue his journey by a later train, and crosses the platform of another car and is injured, he is not injured as a passenger in a public conveyance, and cannot recover on a policy covering injuries while a passenger. 48-5

Amputation of part of hand is not loss of "one entire hand." 49-1

Whether a total loss of a large portion of the hand is a loss of the hand within the meaning of that clause is for the jury to decide. 49-2

Where insured is killed by a pistol shot, and deceased did nothing to provoke the shooting, the killing was accidental, though the person shooting to kill deceased. 49-3

Conditions as to death by intentional injuries may be waived by the representations of the general agents. 49-5

Advertising circulars are admissible as evidence to show that insurer represents

its agent certain policies on all persons.

49-6

The word road-bed does not include the ends of ties of unusual length, extending to a point where person standing or sitting would be beyond the reach of passing trains.

49-8

A space ten feet between railroad tracks is not the road-bed.

49-9

Policy did not cover death resulting from duelling or fighting, or happening while or in consequence of violating the law. Insured was shot and killed while engaged in an altercation, and was unarmed at the time. Held, that his death was accidental, and the company was liable upon the policy.

49-10

The road-bed clause does not prevent one from going on a track to get on a train, nor from being on the right of way outside the space which would be covered by cars running on the track.

49-12

Assessment.

Where payment of premiums by mail is authorized, the payment is made when the letter containing the remittance is deposited in post office.

48-1

The date of a notice is the time when it is or can be received.

Notice demanding more than is due is invalid.

The word "immediate" will be construed "reasonable."

The fact that a letter is mailed, duly stamped and addressed, is evidence that the person to whom it was sent received it.

The tender of a time check is not a legal tender.

48-3

Where a member in arrears, and who applies for reinstatement, pays all assessments to a general agent and continues to receive notices of assessments, the association is estopped to deny that the member had been reinstated.

48-5

Policy provided that it should not be binding until fee was paid and it was

countersigned by agent. The insured was killed two days before that time. The association was not liable. In this case the fee was received and the policy was countersigned and forwarded, in ignorance of the insured's death.

48-6

Acceptance by insurer forwarded through a non-agent, the applicant being ignorant of his want of authority, is a ratification of the acts of such agent in soliciting and contracting for the insurance within the scope of his apparent authority.

Where credit is given insured for so much of the premium as constitutes the commission the agent is entitled to, the insurer is bound by the payment, though the policy provide that it shall not take effect until the money is paid at the home office of the insurer.

Provision in policy that it shall be incontestable after five years renders void a provision that the policy shall be void if insurer's death is caused by suicide.

False statements in application, made to a medical examiner, is a breach of warranty, and avoids the contract.

An insurance association which has failed to comply with the State cannot sue an agent who has collected assessments for it.

49-11

Payments of assessments on a benefit certificate by a creditor of insured will not entitle him to recover on the certificate.

Where a certificate requires the member to designate the beneficiary in writing, and he does so, he cannot substitute another beneficiary by will.

49-12

Surety.

Where policy limits liability to loss by default during the period of insurance and discovered during such continuance or within six months thereafter, or within six months after cessation of employment, recovery can be had for no default not discovered within the six months after the termination of the year for which the

bond was given, notwithstanding the employee thereafter continued in the employment, and similar bonds were given from year to year. 49-5

The fact that an employer, having discovered in April an employee's breach of duty in appropriating funds collected, retained him until September, did not release the surety from liability for collections appropriated by such employee prior to April, but not reported to the employer until later. 49-8

Life, Casualty and Miscellaneous Paragraphs.

THE Columbus Mutual Benefit Assn. of Philadelphia, is dead.

THE Northwestern Mutual Life has appointed Dr. J. W. Fisher medical director.

THE Royal Arcanum will be twenty years old next May. Nearly old enough to die.

THE Home Life has appointed Geo. W. Van Fleet of Des Moines general agent for Iowa.

THE Royal Mutual Life of Des Moines has reinsured in the German American Life Association of Atlanta.

THE Union Mutual Life has returned to Maryland, and appointed W. E. Ten Broeck manager.

THE New England Mutual has entered Alabama. Many life offices are now extending their business in the South.

THE next annual meeting of the Mutual Reserve Fund will be held January 27. Efforts are being made to obtain proxies.

WISCONSIN courts have decided that the Travelers must pay those back taxes amounting to \$18,000. Otherwise its license will be revoked.

A SCOTCH accident company refused to pay a claim on the life of a man who was killed while riding a bicycle. The policy covered accidents while riding vehicles, and the defense, which was sustained by the courts, was the assertion that the bicycle is not a vehicle. Queer reasoning court and illiberal company.

THE Texas Mutual Life Underwriter Association is a newly formed union of assessment associations.

THE supreme council of the American Legion of Honor has resolved, "behind closed doors," to increase the assessment rates of that order immediately.

THE DAILY PRESS has not yet learned the difference between a life and an accident policy, nor the difference between a legal reserve company and an assessment association.

KNIGHTS of the Loyal Guard is the name of a new Michigan protection against want of a job. Flint is the post-office, and the name of the officers is legion. The Black Knight is Sir Gotajob.

ONE Spute of Denver insured his wife's life for \$10,000 in the Travelers, and then took his family boat-riding. The boat was upset. Spute swam ashore, but his wife and four children were drowned. Spute has been arrested.

A ST. PAUL minister, J. C. Hull, has pleaded guilty to the poisoning of his wife. He had insured his wife's life for \$2,000, and for several weeks had tried to poison her with arsenic. He was sentenced to six years in the penitentiary.

THE Wisconsin insurance commissioner says the Northwestern Life Assurance Co. (formerly Northwestern Masonic Aid Association), of Chicago, has the right to such name, notwithstanding its resemblance to the name of the great Northwestern Mutual Life of Milwaukee.

THE Australian Mutual Provident Association now issues a policy running for either 10, 15 or 20 years as may be selected. The condition of the policy is that if the insured dies during the first year of the policy the company will pay ten annuities of a certain sum; if he dies in the second year, nine annuities, and so on, so that if he dies in the last year there will be but one annuity to pay. This policy is written with an annually decreasing premium to correspond with the decreasing insurance.

THE eleventh annual session of the "National Fraternal Congress of Secret Insurance Societies" was held in Louisville last month.

THE California branch of the A. O. U. W. is working hard to maintain its membership. When (not if) the order fails, many a man will be out of a job.

IF it is proper to prohibit rebating in life insurance, why is it not equally proper to prohibit the sale of life insurance at less than cost? Every company which pays extravagant commissions sells life insurance at less than cost the first year.

THE United States Masonic Benevolent Association of Council Bluffs, which has had considerable trouble lately in meeting its losses, will be reorganized, says the *Journal* of Hartford. The reorganized association will be known as the United Masonic Life Association, and will take up its headquarters in Davenport.

IN this department last month we printed a table of the Mutual Reserve Fund's rates beyond age 60, taken from an exchange. Evidently an error occurred. The rates are semi-annual, not annual, as erroneously stated. Readers who are interested will please note this correction. The new rates of the Mutual Reserve correspond closely to the old-line companies' ten-year renewable term rates.

FRAKER, the life insurance swindler who played "dead," is at liberty. The criminal suits against him (or her) seemed to have been dismissed—whether through the natural sympathy of a Missouri jury, or as the price of returning \$36,000 of the \$58,000 stolen from the insurance companies, has not been stated.

THE People's Life Ins. Co. of New York, of which J. C. Hatie, formerly of the Mutual Fire, is president, is to be wound up by the courts. The company was organized in January, 1895, and deposited \$100,000 with the insurance department. Its plans were severely criticised. Little or no business was done.

AT THE FOURTH TRIAL of the suit of Josephine Whitlach against the Fidelity & Casualty, for the recovery of \$10,000 accident insurance on the life of her husband, who committed suicide in San Francisco, the supreme court of New York gave her a verdict of \$100 only, the amount due in the event of suicide. Previous decisions were in favor of plaintiff.

SEVERAL ACCIDENT COMPANIES now offer inducements to "persisting" policyholders. After a stipulated time a bonus is payable annually. Two per cent. of the gross premium income is set aside as a "tontine fund" by one office. Fifty per cent. of this is distributed at the end of five years to policyholders who have kept up their insurance in all these years. The remaining 50 per cent. is distributed to those who, in addition to having maintained their policies continuously for five years, have made no claim during that time.

THIS YEAR'S LIFE FIGURES will be especially interesting, in view of the possible effects of the monetary issue and doubt of the recent campaign. We venture to predict that the increase in income, if there has been an increase, is the smallest in a round dozen years; that expenditures and surrenders were increased; that policies issued are less; that amount of new insurance is less; and that there was a smaller gain in assets and insurance in force, compared with the previous year's figures. The year now closing has been a remarkable one, and not as favorable as usual to life insurance; but the companies will make a grand showing of new business nevertheless, and December's business may materially change our anticipated results. Let us hope so.

THE Union Medical and Protective Union of Chicago, a new scheme of the hare-brained sort, proposes to report to insurers evidence of accidents or sickness which may have been concealed by applicants for insurance. There is a suspicion that this peculiar assessment society also designs to report, for a consideration, the

sickness or bad habits of policyholders, so that impaired risks can be denied credit and otherwise be induced to lapse. It is known that a leading assessment association has long pursued this policy, and by meanly working the forfeiture of impaired risks has reduced a mortality rate which nevertheless has necessitated advances in rates and threatens the downfall of the association.

An Example of the Art of Not Answering.

Just before the election, the proprietor of a silver standard paper in San Francisco telegraphed to one of the candidates for the presidency the following inquiry:

"Will not the free coinage of silver reduce by one-half the value of the workingmen's deposits in savings banks, and his interest in life insurance companies and benefit societies?"

Of course the candidate had to answer this question in the negative. It would never do to admit the truth, namely, that under free coinage life insurance policies and savings deposits would be payable in dollars worth only half. The question was not very clearly put, but compared with the obscure answer it shines.

The reply of the presidential candidate is a curiosity. It, of course, furnishes the measure of the man who made it. As it deals largely with life insurance we deem it worthy of reproduction in these columns. It may be useful as a matter of record, and it will amuse our foreign readers. They will marvel that any man capable of writing such a reply to a plain question should have been selected as the candidate of a great party for a great office.

Mr. Bryan, defeated five days later by over a million plurality, telegraphed the San Francisco paper as follows:

CHICAGO, October 29. I will speak first of the life insurance companies and benefit societies. If you will take the statistics you will find the premiums paid into life insurance companies far exceed the losses paid out by the companies. Therefore, if a dollar rises in value, the company, getting more dollars than it pays out, profits more than the policyholders. You must take the total amount paid and the total amount received,

and you will find that the premiums of other officers of the insurance companies, with their large salaries and their large families, are making more out of the life insurance than the people who make it, the consumers can possibly make.

It has always seemed to me a very curious thing, if it were not so serious, that our opponents should always be talking about the benefits that come to you when somebody dies. Why don't they give one single moment's thought to the benefits that come to people while people live? You tell me you want a financial system that will make your policy as large as possible when your husband dies. I tell you I want a policy of finance that will enable you to enjoy the life of your husband, and not make your enjoyment dependent upon his death.

Now, as to the savings bank deposits. The men who deposit money in savings banks usually deposit it until they can find a place to invest it. As a rule, the people who have money deposited in savings banks have more property outside the banks than they have money in the banks, and the only way a dollar can fall in value is when property is rising in value; and if a man's property rises more than his deposits fall, he is a gainer instead of a loser. That is one way to look at it.

Another is this: A savings bank can only pay its depositors when its assets are collectible. Under the gold standard, if you compel the savings banks to foreclose mortgages and take the farms and attempt to turn these assets into money, you will find that as the gold standard progresses the savings banks will become less and less secure, and instead of getting back your deposits you will get nothing at all, because the banks will not be able to collect on their assets.

Marriage in High Life.

Gerald Martin Fennell, formerly a "lightning" life insurance solicitor in San Francisco, latterly of North Carolina, was married last month, at the Church of Heavenly Rest, New York city, to Amanda Jeanne Marceau, widow of the late well insured Fiske of Fresno, Cal. (who was shot and killed), and divorced wife of a San Francisco photographer. The bride is well known at the Palace hotel in San Francisco. The groom himself has a considerable reputation, in the insurance world. San Franciscans

will be surprised to learn that he is an English gentleman whose family "boasts of many rightful crests," and whose "ancestral home" is at Chiselhurst, Eng. Englishmen will be surprised to learn that an English family can have more than one crest. A sweet girl correspondent writes that "Mr. Fennell won his wife's love when she was a very young girl traveling in Europe."

After many years' of estrangement, the loving couple meet again and are united in a holy tie guaranteed to last until they visit Chicago. For a few months at least the life insurance world will rejoice with Mr. Fennell.

Farmers Alliance Insurance.

At the annual meeting of delegates last month, at Sacramento, Cal., the Farmers Alliance fire insurance plan was discussed. The courts have ruled that such insurance cannot be lawfully transacted, excepting under the statute regulating mutual fire insurance. The unspeakable Cator, attorney for the society, was "fully assured" that the supreme court would rule otherwise, but he advised that nothing should be done, because the alliance would have to contend with adverse legislation this winter if the question was submitted to the supreme bench. It was therefore resolved to make no further contest.

The law is quite plain. Any body of men—or any individual, for that matter—can organize a mutual fire insurance company in California on the same terms as those prescribed for corporations, namely, \$200,000 surplus funds. There is a loosely-drawn amendment exempting relief associations from the operations of the insurance laws, but this statute relates to life, accident and health insurance only. Organizers of fake fire insurance schemes have relied on this section (451 Civ. Code), but the courts have said nay, and it is not to be doubted, Cator to the contrary notwithstanding, that the supreme court would also say nay to the Farmers Alliance's attempt to evade the law.

We congratulate the members of the California Alliance on the abandonment

of the fire insurance scheme. Similar undertakings in other states (notably in Kansas) have been failures, and many farmers have been unable to collect their claims.

The prevailing belief that farm insurance rates are too high, and that a great deal of money is made on farm business, is erroneous. On the contrary, the insurance companies make no money on farm business; and it is a well known fact, among underwriters, that several companies making a specialty of farm business on the Pacific Coast have lost money on this class of insurance.

The Romance of Burglary Insurance.

Insurance against burglary has come to stay. It has been in existence seven years, and reliable statistics show that no fewer than 100,000 insurances have been effected in Great Britain alone during that period. One of our representatives had an interesting conversation the other day with the secretary of one of the largest of these companies, and heard some amusing stories of burglary insurance, and what it gives rise to. Of course, in the first place, it seemed to suggest an easy means to those who live by their wits to get a large sum of money dishonestly. What easier than to insure one's goods and chattels and then have a mock burglary and claim the proceeds? But this kind of thing is more easily said than done. In the earlier years a great many tried this method of swindling. Probably some succeeded; but a good many failed.

The inspectors of the company and the police, who are always called in, are too astute to be easily gulled. This was found out by the man who pretended that his safe had been rifled. He went to considerable trouble to force his own safe and leave it empty, and to build up around it evidences of burglarious entry. But through an accident he had not contemplated, the discovery of the "burglary" was made too soon, and the facts as they presented themselves to the police were that the man himself had been seen to leave the premises only half an hour be-

fore the discovery was made, whereas the safe must have taken three hours to force. When this was pointed out to him he disappeared.

In another case the man who had burgled his own shop had made the mistake of cutting a hole through the window-shutter from the inside. The piece he had cut out would only fit the aperture from the inside, thus affording proof positive against him.

One case which was almost a romance of crime occurred at Clapham quite recently. The householder went to Cornwall for his holiday, locking up the house, and leaving his son, who lodged near, to call every day and see that all was right. He had been gone just a week, when the son on going into the house found that he had disturbed some burglars at work. In the hall he found a large package containing a lot of valuables ready for removal. He called in the police, and on searching the house found that nothing had been removed. He felicitated himself on this fact, and sat down to write a letter to his father, and another to the insurance company, to tell them that though burglars had been in the house nothing was taken. Having written these he went round the corner to post them, and was not away long. When he returned he found that the burglars had evidently been on the watch, and in the meantime had entered the house again, and taken off the package which had been left in the hall. They got clear away, and have not been traced.

As showing that burglary insurance is patronized by royalty, it may be mentioned that the wedding presents given to the Czar of Russia and his bride by people in this country were insured for a very large sum against robbery. They were so valuable that it was feared they would never reach their destination in safety, and unusual precautions were taken. The most sensible was that of enclosing them in common deal boxes, as though they contained nothing of value. This, of course, was to get them out of London by train. They were then removed to one

of the yachts and conveyed to Russia under the guard of two gunboats and under the personal charge of several police officers of the navy.

One of the biggest insurances ever effected was of a big consignment of South African diamonds sent up to Hattinger-garden from the Cape. They were insured for no less a sum than £150,000. The next largest policy was one for £50,000, for which sum a large consignment of gold bars was insured.

A very romantic story settles round the lives of two ladies. One of them is married to a well-to-do gentleman in the West End, moving in the best society. This gentleman, it came to the knowledge of his wife, had been paying great attention to a lady to whom he had given expensive presents. The wife, under the belief that her husband had been giving to the other lady some of her jewels, took a private detective into her confidence, and it was arranged that he should obtain entrance to the rooms of the lady, remove the box in which she kept her jewels, so that the wife could look through them, with the intention of returning them the next day. This was successfully accomplished, but in the meantime the victim of the trick discovered the loss of the jewels, and they having been insured, she sent word at once, and an inspector was sent to investigate. A little time afterwards the box of jewels, all complete, were returned. The lady, very much puzzled by this proceeding, asked the company's inspector to recommend her a private detective to investigate the matter. He did so, and in the end was able conclusively to establish what had been done: and there the matter ended. It took a long time to ferret out, and reads more like a romance of modern fiction than a plain matter-of-fact story of modern life.

The secretary also pointed out, as showing the fallacy of the popular belief that busy streets are the least liable to burglaries, that four of the largest of comparatively recent burglaries had been in busy thoroughfares. These were at Messrs. Drew and Sons, Piccadilly; Mr. John El-

kan's. Liverpool street, where the burglars ransacked the place and caught the last train into the country, pawning some of the goods as early as seven o'clock next morning; at the Abyssinian Gold Company's premises in the Strand; and at Mr. Woolf's, Charing Cross. All these were effected at night, while the thoroughfares were still busy.

* * *

The Fidelity & Casualty and the New England Burglary, the only companies writing burglary insurance in this country, are actively represented on the Pacific Coast.

What Shall They Be Called?

The new line assessment associations complain of the name "assessment." They say they are out of that class now. Will they kindly tell us what they prefer to be called, so that they can be distinguished from the legal reserve or old line companies? Our "assessment" friends now have level rates or natural premium rates, it is true; but they reserve the right to levy assessments if needed—and we doubt not they will be needed. So they are still "assessment" associations. The term "mutual" does not belong to them, as a distinctive word. The old-line companies are entitled to that word, by right of priority and by right of contracts peculiarly mutual in their nature. The assessment companies are co-operative associations, but the word "co-operative" has so bad a name that no enterprise cares to carry that load. Until some better and equally expressive word is suggested, the new co-operatives must be referred to as assessment associations.

To Fire Insurance Agents.

Some accident insurance can be written in almost any town; plate-glass insurance can be written wherever there is plate-glass; fidelity insurance can be written wherever men are employed to fill positions of trust; surety bonds can be written wherever they are required; burglary insurance can be written in any prosperous community. Fire agents can write some

of this business if they are "middle of the road" men in search of "the dust." Easy to add a few fat sound money dollars by taking an agency for one or more of these companies. Look over our ad pages and boldly apply for an agency. There is money in it.

Foreign Notes.

IN THE OLD DAYS of fire insurance (says the *Insurance Post* of London), the practice was to issue what was called a "deposit receipt," whereby, in consideration of the payment of a sum on account of the premium, the company agreed to hold certain specified property insured, pending the preparation of the policy. In cases where the company, upon inspection or further consideration, declined to complete the provisional contract, the deposit was returned and the receipt withdrawn. When, on the other hand, the insured declined to accept the policy when presented, the deposit was generally understood to be forfeited to the company. No time limit was, as a rule, specified in the provisional contract—a fact which can easily be understood when it is remembered that frequently two or three months, and occasionally even six months, elapsed before the policy was issued. Times have changed, however, and, with them, insurance customs have also changed. We do not know whether, even yet, the old plan is not maintained by some of the old companies; but the great majority of modern offices have, during the last twenty years, discarded it in favor of what is called the "protection note." Generally speaking, this instrument, like its prototype, purports to acknowledge receipt of a deposit; but probably, in nine cases out of every ten, no money actually changes hands, the sum supposed to be paid being indicated by a blank or a dash. There are obvious drawbacks to this modern system; but they are, in some measure, counterbalanced by a restriction in the time during which the protection note is held to be in force.

LIFE policies, so common in England, are comparatively little known in France,

but their adoption, in view of a recent decision, is likely to become more general among people wishing to make special provision for any particular relative or friend. The civil code of France disposes of a man's property for him, in a great measure, by prohibiting him, if he leaves children, from alienating from them more than one-fourth of his entire possessions, and in the event of a widower with three or more children remarrying, he can only make such provision for his second wife as the sum over which he has control will allow. As if this were not enough, till lately the heirs to an estate were even able to claim all moneys coming from life policies, notwithstanding the intention of the assured in favor of a particular person. But the court of cassation has laid it down that a policy taken out for the benefit of a certain individual shall be held not to belong to the estate, but to be that person's exclusive property, providing all the formalities with regard to names, etc., have been complied with.—*Insurance Observer, London.*

THE Hand-in-Hand Fire and Life Insurance Society of England was founded in the year 1696. The original title, as we read in the *P. M. and Ins. Monitor*, was Contributors for the Insurance of Houses, Chambers or Roomes Within the Cities of London and Westminster and the Liberties thereof and the places thereunto adjoining. Before very long this was altered to the Amicable Contributors for Insuring from Loss by Fire, and a few years later to the Amicable Contribution-ship, and later on, to the Hand-in-Hand. For two centuries it has been a mutual society. It has been transacting a life business for only sixty years, but it is the oldest fire insurance office in the world. At first the business was confined to septennial insurances on buildings only, but in 1805 the business was extended to "goods and merchandise." The annual fire premiums are not as much as \$500,000, though a dividend is paid on policies of five years' standing. The 200th anniversary of the society was celebrated last month.

JAPAN is well supplied with insurance facilities, though a preference is still shown in insuring against fire risks with foreign companies. As regards infant insurance it has long been possible for a parent to insure his child so as to receive a fixed sum of \$100 towards the latter's educational expenses on attaining the age of fifteen; but a project entirely new is now on foot, and has already been officially sanctioned, for the formation of a "Conscription Insurance Joint Stock Company," the object of which is to provide a fund for the support of a household when the bread-winner of the family is drawn for conscription. A premium of \$2.17 paid annually from the boy's birth till the completion of his nineteenth year will entitle his parents to a sum of \$100 at the latter date.—*Insurance Journal, London.*

THERE is overinsurance in England as well as in this country. Recently a house was found to be on fire, and the neighbors, entering the premises, found evidence of incendiarism. The insurance on the contents was in the sum of \$1,000, but an auctioneer valued the goods at \$90 if sold privately, and at only \$50 if sold at auction. The defence that the fire was started by enemies could not be entertained when the disparity of goods and policy was learned. The court sentenced the insured and his wife to seven years' penal servitude each. This is grim British justice indeed. It would seem that the ends of justice might also be well served if the law imposed some penalty on the insurance solicitor or inspector who permitted the friction of a \$1,000 policy and a \$100 collection of household goods.

OUR English exchanges all refer to the "coming" horseless car or carriage as the "auto-car." It "comes" at the speed of fifteen or twenty miles an hour, and in general use will increase the number of accident claims.

A SCOTCH court has just decided that a bicycle is not a vehicle. An English court has just decided that it is.

THE Fifth of November in England corresponds to our Fourth of July in the matter of fireworks—in some degree at least. It is Guy Fawkes' Day.

AN English journal speaks of a "stuff" merchant, and doesn't refer to a sausage dealer, either.

IT IS RUMORED that the Scottish Alliance and the State Fire will be amalgamated.

Order of Pendo.

This San Francisco scheme is not old enough to be in serious trouble. When it is, the managers will drop it, bury it out of sight if they can—and then start another. Perhaps the order will get into trouble sooner than is expected. Commissioner Higgins has sharpened his axe and is on the trail of this yearling.

Some time ago the California insurance department contemplated proceedings against the order with a view to closing it up for violating the insurance laws of the state, but counsel was of opinion that the order could operate as a fraternal society, which it is alleged to be.

Now, however, the order has laid itself open to prosecution as a common swindler. It is obtaining money on false pretenses, not merely as an alleged insurance society, but as an organization duly examined, attested and approved by the insurance department. The rascally managers advertise in their circulars as follows:

"During the month of January, 1896, the insurance commissioner of the state of California, through the attorney-general of the state, made an examination of the affairs of our order and its methods of doing business, and after suits brought against a number of orders including ours, the insurance commissioner and attorney-general have pronounced our charter valid, our management legal and in accordance with the insurance laws of the state of California."

This assertion is in letter and spirit false. Neither the charter nor the management has been pronounced legal, and neither the commissioner nor the attorney-general made any examination of "the affairs of the order and its methods of doing business." If either official had made such

examination, as alleged, the revelations, we are certain, would have resulted in the discovery of some legal method whereby the humbugging Order of Pendo could have been suppressed.

H. W. Matthews is the "supreme counselor" of the concern. Does any of our readers know any good of him? Other officers include A. J. Colby, supreme vice-counselor; Ernest Duden, supreme secretary; D. S. Stanley, supreme treasurer; Geo. M. Leavitt, past supreme counselor; and a lot of other supreme donkeys.

The Order of Pendo is offering goods which it cannot possibly deliver. It is therefore a fraud, and its officers deserve to be arrested and punished.

The scheme is ingenious in its evasion of immediate liabilities of any considerable amount. This evasion insures the payment of salaries to the officers for a longer period than under the ordinary indemnity system. The order agrees to pay funeral benefits only, at first, and \$20 per month for ten years to the widow and orphans. This is much easier—at first—than paying \$2,400 outright. To persuade the member to keep on paying premiums into the alleged treasury of this irresponsible concern, he is promised a pension of \$20 per month after age 75 for ten years. All of this is promised, without security, for the ordinary life insurance premium for \$1,000, and nothing is added for current expenses either. More than all this, the services of a doctor and the medicines required, and \$10 weekly sick and accident benefits, are thrown in. Magnificent scheme to catch suckers!

Roughly speaking, the actual cost of the benefits promised by the Order of Pendo is three or four times the "supreme council dues." The order is therefore a fraud, and should be suppressed by the authorities. Foolish people who pay good money to such a scheme are entitled to the protection which the law gives similar folk when it prevents three-card-monte and shell games.

ONE Hibbard, working for the Equitable at Louisville, is to be tried by Ref-

eree Reed on the charge of rebating. The temptation to Hibbard was strong, the policy being for \$50,000.

Alack, Alack, It Is Even So.

I have heard that in America, from New York to San Francisco, the word "schedules" is uniformly pronounced by members of the fire insurance fraternity as if spelled "skedules."—*Caledonian Jottings*.

Whose Fault?

Coast underwriting is credited with indulging in many practices unknown in other localities, among others that of permitting agents to delay indefinitely monthly reports and remittances. This system—or, more properly speaking, want of it—is pernicious, slovenly and inexcusable, reflecting discredit upon the patron, the agent and the management.

In all branches of business periodical settlements of accounts are necessary. It is essential that both parties agree as to the amount of balance due, which can only be arrived at correctly by a detailed account being furnished by the proper party to make same. Where the account is for merchandise purchased, the seller alone is in possession of the information from which to make a statement, and it would be a farce to ask the purchaser to furnish a statement upon which to base a settlement, though not more so than for a managing office to be asked to make up the account of a local agent.

It is a well known fact that some agents on the Pacific Coast do not make up their accounts at all, and a larger number send them in too late to be of service to the managers in making up regular statements to their home offices. This causes unavoidable discrepancies, resulting in errors and waste of much valuable time and correspondence, and not only entails the expense of extra clerk hire to make up such statements, which are almost certain not to be accepted by the agent in detail, but frequently necessitates an expenditure of time and money by sending a special agent to straighten the matter

out. At the same time the company is deprived of the very important feature of having the agent's own record of his account, which, in the event of death, for instance, would be incontrovertible evidence in settling up his estate, and which would be valueless for such purpose if made by the company or its managing office.

Commissioning an agent carries with it certain implied duties on his part, chief among which are furnishing the managing office with daily report as soon as a risk is bound, and at the end of the same month forwarding monthly report of business written together with non-accepted policies or policies that have been taken up for non-payment of premium, and draft to balance the account in full. If he does not do so, it implies that he is incapable, or grants his customers undue credits, or has collected the premiums and appropriated them to his own uses—generally speaking, the latter—for it is invariably found that an agent chronically delinquent to his companies is the best kind of a collector. If an agent is incapable of making out reports, his appointment was an error that ought to be quickly remedied. If he grants undue credit to his customers he is cutting the rate. If he has collected premiums and appropriated the same to his own uses, without the consent of his manager, he is guilty of embezzlement. In all of which his manager is more to blame than himself, for water does not rise above its source even on the Coast, and an agent can indulge in bad practices only to the extent that his manager will permit.

The most lax and lenient manager will admit that these practices are evil; that they do not pay; that they invariably involve the loss of time and money (the latter occasionally in large amounts), and that they reflect on the business capacity, if not integrity, of all parties in interest. Is improvement in this direction to take place? If not, "whose fault?"

PROMPTER

—A handsome souvenir of the Royal Exchange Assurance recently issued from the

COAST REVIEW press. Among the contents is a copy of the first advertisement of the company.

Old Age Pensions.

Several governments are trying the experiment of pensions for the aged. As long as life insurance and benevolent societies do not offer this form of relief or this guarantee against want, governments may well engage in so beneficial a form of protection. Old age annuity insurance is, however, a legitimate undertaking for the life insurance company. The old age pension guarantee would prove to be a strong inducement if incorporated in some form of policy, either alone or as a feature of endowment insurance. With such a policy written on a large number of lives, the cost of the old age pensions contingent thereon need not be a very heavy addition to the premium. Assuming age 65 as the initial annuity year, the average expectation thereafter is only ten and a half years. Of those who joined at age 35, only a little more than one-half will be alive at the beginning of the annuity period. Take the contributions of these deceased members to the annuity fund, plus the interest earnings of the fund, and the total will suffice to pay old age pensions of fair size, without increasing the annual cost to anything like a prohibitory extent.

Montana Board.

The executive committee of the Montana Board of Fire Underwriters last month adopted two resolutions to the following effect:

That in the event of a demand for acceptance of a rebate, by a property-holder or his agent, either directly or indirectly, the manager of the board is empowered to increase the rate on such property.

That dual agencies are inimical to the local agent, and the executive committee requests all agents to refrain from injuring their interests by accepting a second agency of any company, and agents are earnestly requested to "use all honorable means to circumvent such appointment.

The method of preventing a division of commission, as outlined in the first resolution, has been tried before, and never with any success, we believe. However unjust to policyholders generally as well as to the agent himself such division may be, the legal right of any board, representing stock companies, to raise a rate because of an acceptance of a rebate, not to mention an application therefor, can not be seriously maintained. Rates must be based on hazards, and additions thereto can hardly be legally made as penalties for the exercise of a common right. The proposition to make a rebate-seeker pay such a penalty is a nice little "bluff," however, and we hope it will succeed.

Editorial Brevities.

IT IS SERIOUSLY PROPOSED by the Populists of Kansas to pass a law making Mexican silver dollars a legal tender. These socialists are in full control of the legislature and the supreme court, and therefore legislation equally foolish, dishonest and unconstitutional may be possible. Capital will probably shun the state as men shun a plague.

SEVERAL BIRDS ARE KILLED with one stone when a foreign office organizes a company in this country, the American sister taking the same name. The name is thereby protected, the right of an American company to take a foreign company's name having been affirmed by the New York supreme court. The foreign company is also protected from possible legislation discriminating in favor of domestic companies. And the foreign company can, by such American incorporation, have two votes in the Board of Fire Underwriters of the Pacific.

THERE are several "German" insurance companies in various parts of the United States, and two or three "German-Americans," and a "Scottish," and a "British-America," and a "Netherlands," and a "Canadian" or two; but not an "English" or an "England," nor an "Irish" or "Irish-American" or "Hibernian," nor a "Welsh" insurance

company, though there are millions of Irish, English and Welsh people in the country. We can not account for the failure to supply this painful want.

ON the Coast there is a clamor for a national department of mining, with a cabinet officer. It is urged that mining has as just claims for such recognition as agriculture. Which moves us to urge the creation of a department of insurance and banking. We nominate Commissioner Higgins as secretary of such department.

THE recent exceedingly heavy storms in the Pacific Northwest, with floods and loss of life and property, may well suggest the need and possibilities of insurance against flood. It is not impossible that a flood insurance company, writing business in all the great valleys of the country, could so distribute the annual loss as to offer a low premium rate.

PROSPECTS seem fair for the Coast states. Mining is in a flourishing condition. Wheat is advancing. The constitutionality of the California irrigation law has been affirmed by the highest court in the land. Any possible tariff legislation within the next two years will favor Coast interests. Altogether, the prospects are generally pleasing, excepting, of course, fire underwriting.

THE REVIVAL of business, according to *Dun's Review*, is unprecedented. More than 300 establishments, which were idle, have started work since the election, and at least 300 have increased their working force. Already these additions of thousands of employed men have greatly increased the volume of business, and the clearing-house exchanges, for the first time in several years, not only exceed those of last year by 10 per cent., but also exceed those of the same week in 1892 by 9 per cent. So great is this revival of business, that overproduction is feared; and a "slump" in prices may follow the prospective advance, if consumption fails to keep pace with production. Good times, however, always stimulates consumption. Insurance interests will

profit greatly by this return of prosperity, and the organization and maintenance of boards and rates should be much easier than in the past three or four years.

THE following compilation by an officer of a casualty company shows the growth of accident insurance in the United States.

	Jan. 1, 1871. 2 companies.	Jan. 1, 1892. 24 companies.
Cash capital	\$ 798,000	\$ 9,700,000
Gross assets	1,989,181	66,498,835
Surplus to policy- holders	1,707,834	16,070,681
Premiums received .	679,600	13,706,410
Losses paid	205,737	5,205,221

WHEN fire losses were heavy in the United States, about two years ago, the electrical hazard was the scape-goat. All the sins of poor and reckless underwriting were laid on the unknown hazard of electricity. In the past year, though the use of electricity has increased, losses have decreased, and the hazard of the new light and power-transmitter is required to bear only its own burdens.

THE holiday season is nigh, and with prosperity in sight the people will hang up their stockings on Christmas eve. That is one reason why the merchants are stocking up.

With bigger stocks and advancing prices and a steady standard, a great deal more fire insurance ought to be written in the next six months. There will be more insurable values and a reduced moral hazard.

The pushing local agent will get his share of this new business and additional insurance.

THE RECENT DECISION of the United States supreme court, affirming the constitutionality of the Wright irrigation law of California, is looked upon as a good thing for the state. With the irrigation possibilities thoroughly developed, and proportional development of other resources, California can support a population of ten million. This supreme court decision, which terminates five years' litigation, makes valid \$16,000,000 irrigation district bonds issued under the Wright

act. It was held by opponents of the law, that it violated the fourteenth amendment to the federal constitution; but the supreme court rules otherwise. Ex-President Harrison made the argument for the constitutionality of the law. Several of the larger life offices at one time had under consideration propositions to take large blocks of these irrigation bonds, but declined to accept them because of doubt of their validity. With ordinary care in considering the needs and irrigation possibilities of the various districts, these bonds should be first-class investments for capitalists.

AN item which increases the loss ratio is the loss under policies issued to people who do not pay the premiums. It is a very considerable item, no doubt. There are such people, as underwriters know to their sorrow. It is possible to reduce this loss to a minimum by holding the local agent responsible for the premium. Let the rule be cash, and then let the agent give credit at his own peril. He will take good care that the policyholder is solvent and trustworthy, under such circumstances. The loss, and the practice of refusing to pay for policies after several weeks' liability, could be materially reduced also by invariably suing for the recovery of the full premium. Insurance companies are far too lenient with policyholders in this matter. We look upon such bad practices as unjustly increasing the cost of insurance to honest policyholders, as well as putting in jeopardy the dividends and security of stockholders.

BUSINESS CONDITIONS are again normal. That is to say, they are about the same as before the great political conventions were held. The extraordinary "political upheaval" following the serious proposition of free coinage depressed business enormously; and among the effects of that depression, no doubt, will be a falling off in life and fire premiums, as compared with last year's totals. For four months business was nearly at a standstill. The issue was of such tremendous importance that the managers

of the business world restricted its activities to the bare necessities. Like a locomotive engineer approaching a possible abyss, they put on the brakes and brought the train of business almost to a standstill. The road seems clear enough now. There is neither financial fog nor political darkness. The train is again in motion, making good speed. The local agent, the broker, the solicitor, should bear in mind the fact that merchants are going to carry largely increased stocks. These merchants will want more insurance, and with a rising market the companies will be safe in writing liberally on mercantile risks. Life and casualty and other agents will also share in the benefits of the renewed business activity, and should be able to make a fair showing for the closing month.

THE dense ignorance of the American press on the subject of life insurance was never more unmistakably shown than during the recent campaign. For example, the *Denver News*, in its "great silver edition," declared that "under the continuance of the gold standard there is only one thing can save most of these [life] companies from coming to grief, and that is that hard times should bear so severely upon policyholders that many of them will be unable to pay premiums and will be compelled to allow their policies to lapse." The central idea here is forfeiture, which is no longer a source of revenue to life insurance companies. After the preliminary expenses have been paid, the policyholder has an interest in the reserve; and if he lapses before this time, the average company, under the present high rate of commission, loses by such lapse. The ignorant *News*, however, is not more censurable than its candidate, whose comments on life insurance were unworthy of even a school-boy.

PRESIDENT GREENE of the Connecticut Mutual and President McCall of the New York Life are deserving of recognition by the new administration at Washington after March 4. But what has the administration to offer these gentlemen in com-

parison with their present positions? Absolutely nothing. It is better to be right than to be president, and better to be both, as in the Ohio, New York and Hartford instances: but what is a cabinet official, or a minister plenipotentiary, compared with the president-manager of a great life insurance company? Not worth mentioning.

THE little Broadway of New York, several times near impairment, has contracted to reinsure its business in the Hartford Fire, but has been enjoined from doing so. For some time there has been talk of a reorganization of the Broadway. Two or three years ago the COAST REVIEW repeatedly called attention to the bad management and threatened insolvency of this company. It treated its Pacific Coast agents and policyholders very shabbily indeed.

IT IS a never failing source of wonder to us that the Eastern insurance papers do not show up the shortcomings of the short-commons mutuals of Pennsylvania, New York and New England. Is it because the regular, full-paying companies do not appreciate newspaper enterprise?

NOW that sound money is assured, and capital will try to grow by investment, pawn-brokers will not thrive as formerly—certainly not as under the proposed inflated standard. Look now to the pawnshop hazard. Prosperity will add to it.

NEW JERSEY COMMISSIONER.—Geo. Wurts succeeds the late Geo. S. Duryea as commissioner of insurance in New Jersey. Mr. Duryea fell dead from heart disease the day after the election.

National Electrical Code.

This is the title of "an analysis and explanation of the underwriters' electrical code," said to be "intelligible to non-experts." By Pierce and Richardson, electrical engineers. Published by Chas. A. Hewitt, 510 Royal Bldg., Chicago. The authors try to be, and seemingly are, plain in their definitions and simple in their language. The book, which contains 222 pages, has a flexible binding and is designed for the pocket. Rules and re-

quirements of the National Board of Fire Underwriters are included. The publication is timely and will be appreciated by the underwriters.

Accident Notes.

THE Whoremens Accident Association of Indianapolis is insolvent. Ditto the like "bikes" association of Chicago.

AN American accident company was chartered in 1818. It was called, however, the Franklin Health Assurance Company of Massachusetts (afterward changed to the Norfolk County Health Insurance Company.) It advertised in the New York city directory for 1850, a capital of \$50,000, and that it was especially empowered to insure against accident. The conditions of the policy were advertised as follows: "Any accident by railroads and steamboats resulting in the injury of any passenger holding a policy in this company, entitles the party insured to receive \$200 if detained ten days, and \$400 if any of his bones are broken by such accident, or if he shall be so far injured as to be incapable of attending to any business for the space of two months next succeeding any such accident or injury."

FRATERNAL INITIATION FOLLY.—At Des Moines, Ia., last month, a lawyer, chairman of the Democratic state central committee, was fatally burned while being initiated in a lodge of Elks, a beneficiary order of theatrical people. Among the ceremonies of initiation are several of the comic order, one of which in this case became tragic. While blindfolded and seated in an iron chair the initiate was so badly burned that blood-poisoning and death followed. There are contradictory reports. One says that a lighted lamp was placed beneath the chair, with the expectation that the candidate would jump up as soon as the seat became too hot, and thus amuse the "boys of older growth," who were gleefully awaiting the spectacle. Another report intimates that an electrical current was turned on and became unmanageable. The unfortunate affair is not without its moral for men who seek life insurance in fraternal beneficiary societies.

THE SEVERAL COAST LEGISLATURES meet in a few weeks, and insurance cinch-bills will be brought forth from pigeon-holes and dusted up for resubmission. The press, especially the country press, will tender its services gratis, for a smile from the representative of the dis-

trict, and for a chance to thump the insurance corporation.

Papers like the *Fresno Republican* will reprint such stuff as this: "Every possible pressure should be brought to at least secure the enactment of a law which will compel insurance companies to pay the face of their policies in case the property insured is destroyed. Such a law would do away with over-insurance, and would very materially lessen loss incurred by incendiarism." Just how an inducement to set fire to one's house would reduce incendiarism is a problem which can be solved only by editors who know as little of insurance as of finance.

International Indemnity Company.

This San Francisco humbug has been berated by the *COAST REVIEW* several times. M. T. Dusenbury is president; J. P. Merritt is secretary. January 1st the concern had \$5,000 deposited with the state treasurer, but that is no sign of solvency. Membership fees and dues amounted to nearly \$9,000, yet with only \$210 paid for losses the disbursements nearly equaled the receipts. Policies which ceased to be in force in 1895 were eight-elevenths of the policies written in the year.

The "company" must be in a hard way now. A. J. Bradley of Oakland thinks so. Bradley sues the International for indemnity alleged to be due him. On June 8, 1895, he "insured" in the company, against death, sickness and accident. He fell sick and was in the hospital six weeks. When he recovered, he presented his claim for sickness dues under his policy, but has not yet received any money.

Guayaquil Fires.

It is now asserted that the Guayaquil fire was started by the rebels of Ecuador. Some of them remained in the city after the battle of a few days before. The poor people fared so well by charity that they proposed to burn up the rest of the city. They were never before so well fed or well clad. This is the story brought up by a British sloop of war. What effect, if any, this insurrection would have on the insurance is not intimated. Perhaps

South American policies cover the alleged hazard of civil war in those half-breed communities.—Since the foregoing was in type, a second conflagration is reported.

The North British & Mercantile Celebrates its 30th Year in the United States.

On the 17th of November last the North British & Mercantile Insurance Company celebrated the completion of the thirtieth year of an honorable career under the United States branch management. Its first manager of the United States branch was Ezra White. Subsequently, on his retirement, Chas. E. White and Sam P. Blagden were appointed United States managers. Later on, Chas. E. White retired and Sam P. Blagden was appointed sole United States manager. Upon his retirement in the spring of 1894, Henry E. Bowers was appointed and still occupies the managerial chair.

The Pacific Coast department is represented by Tom C. Grant as general agent, he being the dean of the English managers on the Pacific Coast, having had charge of North British affairs for over twenty-two years.

The North British & Mercantile was established by royal charter in 1809, since which time it has paid out in fire losses the enormous sum of \$95,926,473.94. The total assets for fire purposes, as shown in its last home office statement, are \$17,930,924.98, its fire premium for 1895 being \$7,404,794. Its agencies are to be found in all parts of the world, and the company has won an enviable reputation for honorable and liberal dealings with its patrons.

We learn incidentally that in honor of its thirtieth anniversary the agents all over the United States banded together for the purpose of making a special effort to fittingly mark the occasion, resulting in brand new premiums exceeding \$20,000, to which the Pacific department contributed a fair proportion.

SOME OF OUR agents have done themselves and the business in their territory good service by an intelligent use of the local press. By occasional original contributions of pertinent insurance information and by republish-

ing well-selected extracts from the insurance journals, to which all such agents are regular subscribers, they have helped to a better understanding and appreciation of fire insurance and to a higher consideration of the vocation of local underwriters.—*Now and Then.*

Voss, Conrad & Co.

On assuming the management of the Coast department of the Thuringia Ins. Co., Messrs. Voss, Conrad & Co. took the entire first floor of the building at 208-10-12 Sansome street. The several general and city fire, marine, plate glass, accident and fidelity departments are therefore given handsome and commodious quarters. The Traders of Chicago has resumed writing in this field, under the management of Voss, Conrad & Co.

This enterprising firm now represents the Thuringia of Germany, the Traders of Illinois, the Frankfort Accident & Plate Glass, the Frankfort Marine and the Bavarian Lloyd Marine insurance companies of Germany.

Assessment Associations' Annual Assembly.

The "flexible premium" associations of the country met in annual convention in Kansas City last month. It is said to be the twenty-first annual session, but not more than one of the associations represented was in existence twenty-one years ago. The annual address was by President Burnham. The convention resolved that it was opposed to the principle of government valuation of insurance in force. For the ensuing year, Chas. Dawson of Des Moines was chosen president, and Craig Cofield of Atlanta secretary.

The executive committee presented the usual statistics, which we reprint with a comparison of '94's figures. Considerable increase is shown, but whether it is a real or only a seeming gain we do not know. The value of the comparison is questionable, because fifty-seven more associations report their figures this year. The statistics have some value to regular life underwriters, however, as demonstrating the strength and extent of the competition which their agents must contend with.

It is evident that new assessment organizations take the place of those that fail to reinsure or amalgamate.

	ASSESSMENT STATISTICS.	
	<i>1893.</i>	<i>1894.</i>
Number of companies reporting	47	570
New members admitted	806,615	121,688
New insurance written	\$1,445,905,129	\$1,438,023,023
Total number of members	3,767,882	3,628,815
Insurance in force	\$7,662,352,000	\$7,482,283,000
Amount paid by members	\$3,647,250	\$1,079,700
Total income	34,381,440	80,760,408
Total payments to members	67,005,765	63,121,871
Expense of conducting business	25,550,676	24,708,000
Assets invested and otherwise	29,350,145	34,067,074
Total paid to members since organization	68,684,955	57,880,721

Conspiracy to Defraud.

The attempt to defraud several assessment life insurance societies in North Carolina resulted in the conviction of several of the conspirators. The supreme court has just affirmed the rulings of the lower court. The supreme court holds that the same rules of evidence governing the trial of other criminal offences apply when the indictment is for conspiracy. But there is a marked distinction growing out of the manner of their application. Ordinarily it is incumbent on the prosecution to prove participation in an act, but on trials for conspiracy the state must show participation in a design. Those who aid, abet, counsel or encourage, as well as those who execute their designs, are conspirators.

The attorney for the prosecution, J. W. Hinsdale—who, by the way, is not adverse

to a little free advertising—writes us that this decision shows that fraudulent medical examiners and solicitors who aid or encourage attempts to defraud life insurance companies are in equal danger with those who participate in the act.

It must be said to the credit of assessment associations, that in two noted recent instances—the Beaufort conspiracy and the Holmes murder trials—the prosecution was carried on, and the required evidence was discovered, through the unflagging energy and largely at the expense of prominent non-legal-reserve life insurance associations.

The Hawaiian Islands.

The Hawaiian group of islands are situate 2,100 miles southwest from San Francisco, which is the nearest commercial city on this continent. There are weekly lines of steamers between the two points. The islands are eight in number, six of which are populated. The census of 1890, which is the last official publication, gave a population for the entire group of 90,000, composed of the following nationalities:

Natives	34,436
Half whites	6,186
Chinese	15,301
Japanese	12,360
Americans	1,928
British	1,344
Germans	1,034
French	70
Portuguese	8,602
Other nationalities	8,739

The principal island is Oahu. Hawaii is second in importance. The population is distributed among the several islands as follows:

POPULATION OF THE ISLANDS.

Oahu	31,194
Hawaii	26,754
Maui	17,357
Kauai	11,859
Molokai	2,662
Lanai	174

Total 90,000

Estimated population in 1896 . . 100,000

An official census was taken on the 27th of last September, but at present writing

it has not been published. Enough data, however, were obtained to show a probable increase of 10,000 people within the past six years, the principle increase being among the Chinese and Japanese nationalities, who are used very extensively in the cultivation of sugar, rice and coffee.

Sugar is the principal product of the islands, and owing to the fact that of late years raw sugar from the Hawaiian Islands has been admitted free of duty into the United States, the planters have been signally successful. Particularly during the last three years the crops have been large and good prices obtained. The rice output is more than sufficient to supply the entire consumption of the islands, the excess being exported to the United States. The coffee industry, practically in its infancy, bids fair to become a very important factor in the near future, many plantations having been set out within the past three years, and the quality being exceptionally good. The exports exceeded the imports last year some \$5,000,000.

The island of Oahu, on which is located Honolulu, is the most important by far and the richest island in the group. The next island of importance is Hawaii, on which many plantations are located, and it is predicted that it will eventually take the lead in point of wealth. Hilo is the principal town, with a population of 2,500. Maui and Kauai take their commercial positions as named.

The commercial city of the entire group is Honolulu, where the administration buildings and the government are located. From an insurance standpoint, Honolulu is a desirable city to do business in. It has a population of 30,000. The streets are 40, 60 and 80 feet wide. Prevailing winds are light northeast. Gas and electricity are used for lights.

The water system is gravity pressure. The reservoirs are about 600 feet above the main congested district, having a capacity of 41½ million gallons, with a daily consumption of about 4 million gallons. There are fire-cisterns in the business portion of town. They are constantly kept filled by running water, and are

used only in event of an emergency. The water from the reservoirs is conveyed by a 15-inch pipe to the city limits and there distributed to the main arteries of town by a 12-inch pipe, the lateral pipes being 6 and 8-inch, with a pressure of 90 pounds to the square inch. Double fire hydrants are numerous located and accessible.

The fire department is paid, having one chief engineer, who also acts as fire marshal, with twenty-seven men, located in three houses. There are three steamers of modern construction, one chemical and another to be ordered very shortly; one hook and ladder truck; two hose carts; two hose wagons; 4,100 feet of hose in first-class condition, 2,500 feet being of rubber and 1,600 of cotton rubber lined. Fires are infrequent, causes accidental. The chief of the department is a thorough fireman and has his men under excellent discipline.

Hilo, the second city of importance, is located on the island of Hawaii. Owing to the frequency of earthquakes on that island there are no brick or stone buildings, the construction being entirely of frame, mostly one story. The water supply is abundant for all purposes. There is one fire engine located there with a small department. Fires have been infrequent and have been admirably handled by the department.

Other towns are of comparatively small significance, excepting that they are used as embarcaderos for passengers and freight.

Fire insurance companies represented, with present agents, are:

Ables, L. C.—Greenwich.

Bishop, E. F.—Caledonian Insurance Company.

Bishop & Co.—Liverpool & London & Globe, Fireman's Fund.

Bolte, C.—Prussian National, National, Hartford.

Cartwright, Bruce—Imperial Fire, Commercial Union.

Castle, W. R.—Lion.

Castle & Cooke, Limited—Alliance Assurance, Ætna Insurance Company.

Davies, T. H. & Co.—Northern Assurance.
Dowset, J. M.—London & Lancashire, Hartford Fire, Palatine.

Hackfeld, H. & Co.—Transatlantic, North German.

Hawthorn Safe Deposit & Investment Co.—Sims, London.

Hoffschlaeger, E. & Co.—North British & Mercantile.

Lose, H.—Insurance Company North America.

Macfarlane, F. W.—Manchester, New York Underwriters.

Schmidt, H. W. & Sons—Atlas Assurance.

Shaefer, F. A. & Co.—Hamburg-Bremen, Hamburg-Magdeburg.

Walker, J. S.—Royal, Alliance, Scottish National.

Waterhouse, H.—Union Assurance.

Wilder & Co.—German-American.

Wodehouse, E. H.—Springfield.

Wood, A. B.—German-American.

Savings Banks' Dividends.

Some curiosity is expressed as to the size of the dividend which the savings banks will be able to declare for the past six and for the next six months. As is generally known, a great deal of money was withdrawn from the savings banks because of the fear of a silver standard and bank failures. It is estimated that \$50,000,000 was withdrawn by New York city depositors, \$6,000,000 by San Francisco depositors, and similar sums were withdrawn in other large cities. The safe deposit vaults were filled with hoarded gold. In addition to these vast sums withdrawn directly from circulation, notices of the contemplated withdrawal of equally large totals were filed by depositors. The lending of money therefore ceased, and debtors were notified to pay up, and these frightened demands for money made money all the scarcer, until the entire country was ripe for a panic, and the gold reserve at Washington bid fair to disappear within a week after the election of a silver standard candidate.

Probably this lamentable business will affect the volume of dividends payable by

savings banks next January and next July. How much the average rate will be affected has not yet transpired. A great many depositors, under the rules, forfeited interest, and these forfeitures may satisfactorily swell the dividends to the "persisting" depositors. Whether the depositors are satisfied and content to allow their deposits to remain, or, dissatisfied, seek other forms of investment, does not matter much to the business world. In either event, the money will immediately go into general circulation and help business.

We mention the matter as presenting additional evidence in behalf of life insurance as a secure and profitable investment. In all this campaign, the money invested in life insurance has been earning dividends. The companies, unlike the banks, have not been obliged to call in loans to meet actual or expected "runs," and they will declare the same dividends as formerly.

An Equitable Surrender Value.

Several state laws have fixed the equitable surrender value in life insurance at about 75 per cent. of the reserve. In practice, however, a more liberal percentage is sometimes paid.

The theory of the surrender charge is that when a member withdraws there is "a selection" against the company, or a diminution of the average health of the membership. It is assumed that only the sound members call for the reserve and retire. He is therefore charged something for the company's loss in this respect, and something for the cost of procuring a new member in his place.

Last month, in the United States circuit court at Pittsburg, Pa.—as we learn from *Insurance World* of that city—a jury settled this question as to an equitable surrender value, and settled it satisfactorily to the plaintiff. This, we believe, is the first case of the kind. If the decision stands, it establishes the right of a jury to determine what is the equitable surrender value—something that actuaries and other experts have hitherto found it impossible to agree upon.

In this case (*Fawcett v. Ins. Co.*) the company offered the insured the usual percentage, but he refused to accept the offer, and sued for the recovery for the full reserve. The policy provided that on its surrender the company would pay its equitable value in cash, such value to be determined by the company. This qualification would seem to bar any demand for the full reserve in a court of law, but court and jury held otherwise.

The court ruled that the value fixed by the company is not so final or conclusive as to be beyond the power of judicial inquiry and examination whether the company has, in point of fact, equitably valued the cash surrender of the policy. The company's valuation is presumptively the proper valuation to be adopted by courts and the parties interested; and, in the absence of proof which successfully challenges that valuation, it is to be accepted by all concerned.

The jury, however, were instructed to inquire whether the company in fixing cash surrenders has confined itself within equitable limits; that if among life insurance companies there exists an honest difference of opinion in regard to the proper amount of percentage for a surrender charge, a difference of opinion which has equaled the percentage charged, in similar policies, and that this higher rate has been paid for surrendered policies by a large number of companies, then the jury should say that the defendant company could equitably pay such percentage also.

The jury returned a verdict for the full amount of the reserve.

The ruling of the court is a very important one. It affects all policies which promise an equitable surrender value but do not specify any amounts. Exceptions were taken to the court's rulings. An appeal will probably be taken.

Insurance's editor is himself once more, having discovered a grammatic error in a type-written letter in an exchange. He knows a great deal, and when he dips his knows into an exchange he is sure to smell out an error of the compositor or other.

November Fires.

Washington.

12. Suohomish co., fr dwg and contents:	
Royal Exchange	\$750
13. Seattle, railroad property:	
Hartford	\$800
8. Seattle, fr dwg and contents:	
Ætna	\$785
20. Seattle, steamer on lake:	
Aachen & Munich	\$1,000
25. Spokane, fr barn:	
New York Underwriters	\$500
. . . Spokane, dwg:	
Alliance	\$500
13. Spokane, dwg:	
Atlas	\$1,343
7. Pullman, blacksmith shop:	
National, Hartford	\$830
23. Everett, dwg:	
Transatlantic	\$900
17. Olympia, dwg and furni:	
American, Pa.	\$1,510
Lancashire	850
2. Turnwater, planing mill and machinery:	
Home Mutual	\$900
. . . New Whatcom, fr dwg and contents:	
Ætna	\$500
10. Mariette, bldg:	
North German	\$900
2. King co., fr dwg and barns:	
Fireman's Fund	\$1,095
Scottish Union	730
15. King co., fr dwgs and contents:	
German-American	\$4,000
London & Lancashire	2,500
Losses under \$500	\$2,626
Total Washington	\$21,909

Oregon.

17. Portland, cracker factory:	
Ins. Co. North America	\$1,498
Aachen & Munich	2,000
Northern Assurance	1,000
Palatine	500
26. Portland, wet log saw mill:	
Queen	\$5,834
Palatine	4,500
Westchester	1,000
Connecticut	2,500
Phoenix, London	2,500
Royal	6,666
Aachen & Munich	2,300
National, Hartford	1,250

Scotch-Irish	1,000
Transatlantic	1,000
American, Pa.	1,000
Svea	1,000
Portland, Wash.	1,000
Total	\$12,888
16. Portland, br bridge:	
Phoenix, Hartford	\$1,400
Royal	1,400
12. Portland, contents of bridge:	
North German	\$1,000
4. Benton co., fr dwg:	
Commercial Union	\$800
10. The Dalles, saw mill:	
Sun, London	\$1,000
27. La Grande, fr dwg and contents:	
Liverpool & London & Globe	\$1,000
Fireman's Fund	1,000
9. McMinnville, fr dwg:	
Ætna	\$1,000
McMinnville, fr dwg and stock:	
Home Mutual	\$800
Losses under \$500	\$1,053
Total Oregon	\$54,551

Idaho.

11. Pocatello, fr dwg and contents:	
Home Mutual	\$500
Ketchum, fr store bldg:	
Ætna	2,500
Losses under \$500	\$1,335
Total Idaho	\$2,335

Utah.

8. Park City, saloon, etc.:	
Alliance	\$750
Royal	762
26. Salt Lake City, hot springs, bath-	
houses, etc.:	
Pennsylvania	\$1,000
Union, London	600
Ins. Co. North America	1,000
Union Assurance Society	523
London & Lancashire	523
Svea	500
Pennsylvania	500
Insurance Company North America	500
National, Hartford	500
Greenwich	500
Niagara	523
Losses under \$500	\$1,700
Total Utah	\$10,083

Arizona.
Losses under \$500 \$550

Wyoming.
Losses under \$500 \$491

New Mexico.
Losses under \$500 \$301

Montana.
28. Butte City, dwg:
New York Underwriters \$500
8. Butte, ice house:
Lion \$500
Orient 500
29. Butte, store bldg and mdse:
Transatlantic \$ 800
National, Hartford 1,000
Palatine 515
Scottish Union 400
9. Anaconda, stock clothing:
Springfield \$503
Ins. Co. North America 840
12. North Walkerville, fr dwg:
Commercial Union \$850
25. White Sulphur Springs, dwg and contents:
Hartford \$1,200
24. Missoula, general mdse and fixtures:
Palatine \$500
Royal 750
.
Missoula co, fr schoolhouse and contents:
Phoenix, Hartford \$2,650
Home, N. Y. 2,650
Losses under \$500 \$ 3,661
Total Montana \$17,819

Colorado.
6. Denver, dwg and contents:
Transatlantic \$2,500
.
Delta, fr bldg:
Fireman's Fund \$500
9. Conro, br hotel:
Alliance \$1,000
Losses under \$500 \$2,800
Total Colorado \$6,800

Nevada.
Losses under \$500 \$317
Total outside territory \$116,056

California.
16. Butte co.:
American, Pa. \$800
Svea 800

3. Calaveras co., fr dwg:
Milwaukee Mechanics \$1,000
6. Eureka, fr dwg and contents:
British America \$500
15. Honcut, fr bldg:
Fireman's Fund \$1,200
7. Healdsburg, fr dwg and contents:
Aetna \$959
22. Fillmore, general mdse:
Home Mutual \$1,500
20. Fresno co., dwg contents:
Scottish Union \$737
7. Hanford, fr fruit dryer bldg:
Manchester \$660
25. Fresno, packing house and dryer:
Manchester \$ 700
Caledonian 1,500
American, N. J. 600
10. Livermore, iron corrugated ware-
house and hay:
Orient \$1,000
Scottish Union 1,500
Manchester 1,000
Caledonian 2,500
American, N. J. 1,000
Norwich Union 1,000
Magdeburg 1,000
American, Pa. 2,000
Svea 1,300
Sun, London 1,200
Lion 1,200
Springfield 1,000
National, Hartford 1,000
Ins. Co. North America 966
Northwestern National 500
Imperial 1,100
Total \$19,266

7. Los Angeles, bldg and machinery:
Lancashire \$1,097
8. (Oct.) Los Angeles, fr dwg and contents:
New Zealand \$907
6. Los Angeles, br laundry:
Alliance \$1,500
Fireman's Fund 1,046
Svea 847
28. Los Angeles, fr dwg and contents:
Liverpool & London & Globe \$4,500
17. Los Angeles, fr bldg:
Aachen & Munich \$800
2. (Oct.) Los Angeles, fr saloon bldg:
Hanover \$1,012
9. Los Angeles, wood and coal shed:
Alliance \$300

Lemoore, contents fr dwg	
Phoenix, Hartford	\$900
28. Newport, dwg and contents:	
New York Underwriters	\$1,300
8. Oakland, fr dwg:	
London and Lancashire	\$800
9. Riverside co., fr dwg and contents:	
London & Lancashire	\$800
Red Bluff, contents br printing office:	
Home, N. Y.	\$1,500
18. Suisun, barn:	
Royal	\$500
9. San Pablo, dwg:	
Hamburg-Bremen	\$1,000
27. San Diego, fr schoolhouse:	
Phoenix, Hartford	\$500
17. Sunol, hay and grain warehouse and contents:	
Sun, London	\$1,500
Lion	839
30. (Oct.) San Mateo co., fr hotel:	
New Zealand	\$1,420
14. San Joaquin co., fr dwg, etc.:	
Svea	\$2,500
Pennsylvania	1,000
23. San Joaquin co., barn and contents:	
Northern	\$1,576
14. Sierra Nevada co., fr dwg and contents:	
Home Mutual	\$975
22. Sacramento, fr dwg and contents:	
Imperial	\$1,036
22. Sacramento, store bldg:	
Norwich Union	\$1,000
14. San Bernardino, box factory and planing mill:	
National, Hartford	\$800
American Central	600
6. San Bernardino, fr dwg:	
Etna	\$826
3. San Bernardino, dwg and contents:	
Ins. Co. North America	\$956
6. San Bernardino co., fr dwg and contents:	
London & Lancashire	\$1,250
23. San Jose, fr dwg and contents:	
Prussian National	\$990
Phoenix, London	670
11. San Jose, fr barn and hay:	
Liverpool & London & Globe	\$600
7. Volcano, fr dwg and furni:	
Liverpool & London & Globe	\$578
22. Ventura, fr bldg:	
Lancashire	\$1,000

Yosemite, Yosemite National Park	\$1,000
San Francisco	800
Transatlantic	100
Losses under \$500	\$1,000
Total California, S. F. L.	\$1,000

SAN FRANCISCO.

30. (Oct.) Store tobacco and coffee:	
Northern	\$1,000
New Zealand	100
1. Frame dwellings:	
Sun, London	\$1,000
1. Frame dwelling and barn:	
Fireman's Fund	\$1,000
1. Dwelling:	
Royal	\$500
28. Frame dwelling:	
Sun, London	\$943
29. Contents dwelling:	
Home, N. Y.	\$600
Losses under \$500	\$800
Total San Francisco	\$10,833
Total California	\$11,833
Total Pacific Coast	\$231,925

Losses by Companies.

Aachen & Munich	\$ 7,576
Etna	8,198
Alliance	4,463
American, N. J.	1,600
American, Pa.	8,119
American Central	1,010
Atlas	2,319
Baloise	116
British America	618
Caledonian	3,800
Commercial Union	2,564
Connecticut	3,142
Fireman's Fund	10,218
Franklin	90
German-American	8,100
Greenwich	100
Hamburg-Bremen	1,350
Hanover	1,000
Hartford	1,000
Helvetia	555
Home, N. Y.	6,778
Home Mutual	5,946
Imperial	3,303
Insurance Company of North America	6,175
Lancashire	3,000
Lion	3,131

Liverpool & London & Globe	8 678
London & Lancashire	6,240
London	1,132
Magdeburg	1,495
Manchester	3,330
Milwaukee Mechanics	1,911
National, Hartford	7,291
New Zealand	4,104
New York Underwriters	2,390
Northern	4 755
North German	6,558
North British & Mercantile	284
Norwich Union	2,974
Northwestern National	500
Orient	2,026
Palatine	6,714
Pennsylvania	2,812
Phenix, Brooklyn	
Phenix, London	3,666
Phenix, Hartford	7,947
Providence-Washington	1,964
Prussian National	1,596
Queen	6,304
Royal Exchange	2,320
Royal	13,312
Scottish Union & National	4,332
Springfield	3,842
St. Paul	467
Sun, London	6,684
Svea	9,323
Transatlantic	5,961
Union, London	1,220
Williamsburg City	110
Westchester	1,422
Western	1,448
Total	\$231,925

Coast Monthly Fire Insurance Losses.

CALIFORNIA.

Month	1896	1895	1894
January	\$100,649	\$ 103,457	\$ 152,580
February	154,316	140,517	323,898
March	165,648	113,812	179,778
First quarter	\$ 420,613	\$ 357,786	\$ 656,256
April	159,644	315,855	282,946
May	254,980	110,405	167,431
June	208,409	530,976	153,715
Second quarter	\$ 623,033	\$ 957,236	\$ 604,092
First six months	1,043,646	1,315,022	1,260,348
July	327,231	372,833	232,642
August	241,134	230,502	304,055
September	193,310	230,821	343,285
Third quarter	\$761,675	\$ 834,156	\$ 879,982

October	182,691	184,206	181,843
November	113,922	174,800	435,476
December	*200,000	370,369	68,270
Fourth quarter	\$ *496,613	\$ 729,384	\$ 685,589
Last six months	*1,258,288	1,563,540	1,565,571
Total of year	*2,301,934	2,878,562	2,825,919

ENTIRE COAST.

Month	1896	1895	1894
January	\$220,220	\$ 245,720	\$ 406,024
February	260,403	293,676	491,475
March	349,554	295,927	381,308
First quarter	\$ 821,177	\$ 835,323	\$ 1,278,807
April	354,936	477,235	459,131
May	311,021	218,059	327,783
June	381,854	613,805	302,175
Second quarter	\$1,047,811	\$ 1,309,097	\$ 1,089,089
First six months	1,868,988	2,144,422	2,367,896
July	579,166	520,159	430,263
August	358,357	508,829	542,056
September	314,267	379,926	781,363
Third quarter	\$1,251,790	\$ 1,408,914	\$ 1,753,682
October	389,604	327,275	354,843
November	226,793	296,652	535,431
December	*300,000	444,260	184,530
Fourth quarter	\$ *916,397	\$ 1,068,187	\$ 1,074,804
Second 6 months	*2,168,187	2,477,101	2,828,486
Total of year	*4,037,175	4,621,523	5,196,382

*Estimated.

Our Exchanges.

Rough Notes now appears weekly.

THE editors of the *Register* and the *Review* of Philadelphia "carry a cake of ice." At least, there seems to be coolness between friends.

Assure, of Manchester, says the daily press of England generally exaggerates the reported fire loss three-fold. In the United States the exaggeration is about two-fold.

THE *I. G. & P. S. Chronicle* of England devotes five columns to *Insurance* of the United States, and the latter devotes an equal amount of space in reply. While not "just exactly as good"—this is the United States paper's English—as a prize fight, it is entertaining to journalists who pay nothing to see the show.

THE *Record* announces the selection of Benj. P. Tillinghaste as editor. There were many applicants for this very lucrative position. Mr. T. was selected because he is young and therefore has no old grudges; because he is a good shot; because he is six-feet tall and has a pair of long legs; and last and not least, because he knows something of the "science of insurance." Welcome, Benjamin!

Valued Policy Decision.

Down in Texas, where there is a valued policy law, defendant company offered to prove that plaintiff's house was not a total loss, and that it could be renewed and rebuilt without tearing down. This evidence was excluded by the lower court. The supreme court of Texas now rules that the law does not affect the character of evidence admissible on the issue as to whether the loss is total; and that it was error to exclude the evidence.

New Point in Life Insurance.

A San Francisco lawyer has developed something new in the settlement of a life insurance obligation. It is the universal practice, as is well known, for life insurance companies to deduct from the principal, in the payment of a claim, any amount still due on the annual premium. This is also the practice where by special contract the premium is payable in quarterly or semi-annual installments. Last month the amount of a death claim was tendered the claimant, less the amount due for the remainder of the annual premium. Her attorney refused to accept the amount tendered, claiming that there was no further premium obligation. The position which the claimant will take, we suppose, if the point at issue is taken into court, is that the payment of a quarterly premium is a completion of the contract for that quarter.

Looking for the Figures.

It is generally believed that the passing year has been a very favorable one for fire underwriting in the United States, however unfavorable it may have been in big spots like the Coast. Fire offices generally will probably show handsome gains in assets and surplus funds. Securities have advanced and losses have been light, but premiums will show little or no gain. The most interesting figures will be those of the Pacific Coast.

In life underwriting the figures will not be so favorable. The presidential campaign and the extraordinary financial issue involved had a peculiarly depressing

effect on new business. Aside from this loss, the life companies will undoubtedly show some exhibits of assets, surplus and insurance in force.

Insurance men await the annual statements and the tabular compilations with unusual interest. There is a good deal of uncertainty as to individual companies, and this uncertainty heightens the interest. A good statement at the beginning of the year, especially after an election, is a good handle to grind out new business with.

Adjustment Expenses a Part of the Loss.

Some offices, in their annual figures, include adjusters' charges in the fire loss account. It slightly increases the loss ratio and slightly decreases the expense ratio. Strictly speaking, the adjuster expense is not a "fire loss," but it is the direct result of that loss. If all offices treated this expense as a part of the loss, the total losses for the year would be increased somewhat, and the showing, the percentage of losses to premiums, would present the business in a somewhat more favorable light from the general public's point of view. The public always knows something, always hears something, of the loss ratio, and little or nothing of the expense ratio. It is not of much importance either way, and need be mentioned only to suggest that there should be uniformity of practice. There is nothing essentially unjust in treating the cost of the adjustment as part of the loss, since it is caused directly by the loss; but it may be objected to as misleading and as an exceptional practice not called for by any real need of the business. Moreover, the real loss is never expressed in the loss total nor in the loss ratio, because no allowance is made for the unearned premiums. There is deception all round. The public, the agent, perhaps the manager himself, is deceived by the published loss ratios.

Editor Flitcraft of the *Life Insurance Court* made himself exceedingly obnoxious to many of the delegates at the meeting of the National Association of Life Underwriters at

Washington last month by a persistent "drumming" for business. It is only fair to the many other insurance journalists present on this occasion and who, like Mr. Flitcraft, were merely guests of the National body, to say that they absolutely repudiated Mr. Flitcraft and his methods; and his failure to receive an invitation to the dinner given to Editor Cohen of Views was for no other reason.—*Western Ins. Review.*

National Fraternal Congress.

The tenth annual meeting of the National Fraternal Congress was held in Louisville last month. A large number of orders were represented. The committee on statistics reported that all the data continue to confirm the conclusion of the committee in 1895, to-wit: "Where normal conditions prevail there exists a gradual and very general increase in the mortality rate wholly due to the increasing average of age."

We quote from the committee's report as follows: •

FRATERNAL STATISTICS.

"In 1887 the mortality rate of twenty-five orders of this body averaged 7.17 to the thousand. In 1895 it ranged from 5.2 to 17.59, and averaged 10.04, an increase in nine years of 2.87, or nearly three to the thousand lives at hazard. The membership in 1887 was 626,707, and in 1895 was 1,430,888, an increase of more than 100 per cent. in membership and 40 per cent. in mortality rate.

"Nine of the orders noted here were in business in 1880, and their experience must be of highest value. In 1880 they had an aggregate membership of 254,354, with an average mortality rate of 6.38. In 1895 the aggregate membership was 811,194, and the average mortality rate 12.17. This presents an increase of more than 200 per cent. in membership and 90 per cent. in mortality rate.

"Excluding from this group the orders whose death rate is abnormal we find six that have had a constant growth and even death rate, yet this group of six, with all excessive rate eliminated, increased from an average of 7.16 to 9.99 and increased in membership from 137,139 to 653,645 in the same time. It will be observed that a more than quadruple gain in membership was required to keep the increase in mortality rate to three to the thousand. The cessation of growth in a few cases let the

average mortality rate of these orders only go from 4.81 to 16.44, an increase of nearly twelve to the thousand, and represents our worst condition.

"Passing to almost the other extreme we find a group of orders averaging twelve years in business and whose formative period has passed, but who have a remarkable low death rate. Selecting six of them as fairly representative we find in 1887 they had an average mortality rate of 3.9 and in 1895 one of 5.7. Their membership in 1887 was 42,961, and at the close of 1895, was 481,282, almost a ten-fold increase and averaging a net gain each and every year to all of the six, of 8,117 members. With this abnormal gain the mortality rate crept up nearly two to the thousand. The condition of these orders emphasizes the effect of constant and heavy growth, as those others just alluded to emphasize the lack of it.

"Next above this group comes a larger one having from sixteen to twenty-seven years' experience. This group has in most cases had a fair growth year by year, ranging from 6 to 15 per cent. Taking six of them who have the best showing we find in 1885 they had a membership of 237,738, with mortality rate of 8.36, and in 1895 had a membership of 580,594, with mortality rate of 9.57. This was more than a twofold gain in membership and the mortality rate crawled up very slowly. The gain in membership was even and steady throughout the entire term. This upward tendency was almost imperceptible, only increasing the death rate one and a fourth to the thousand in ten years, and is by far the best showing that can be made by any of the orders here represented.

"Have we right to claim that this rate will hereafter have but little, if any, increase? If so, upon what ground shall we base it? Before making answer take the eleven oldest orders in existence: In 1885, their average mortality rate was 9.44. In 1890 it was 10.81, in 1893 it was 11.80, in 1895 it was 12.43, or a gain of three to the thousand in ten years. In 1885 it ranged from 7.40 to 12.02, and in 1895 from 7.97 to 17.59. Next, consider the experience of seventeen orders that go back ten years at least, and in the seventeen is included both groups of six, heretofore alluded to as making so fine an exhibit. Their mortality rate averaged as follows: In 1885, 8.07; in 1890, 9.67; in 1892, 10.70; in 1894, 10.53; in 1895, 11.03. Carry this on ten years in same proportion and will not the average be 14 or possibly 16 or 17? Not all will be up to the average, but many will be far beyond it.

"Through all these groups runs the average increase of from .25 to .35 each year, very closely corresponding with the average increase in orders of regular growth.

"Taking seventeen of these orders we find that in 1894 their mortuary rate averaged 9.58, and in 1895 it had risen to 10.57, almost exactly one to the thousand. Keep that rate up for ten or fifteen years more, and can you have choice in reply?"

President Spooner, in his annual address, favored the adoption of a "universal bill" favoring fraternal insurance in the various state legislatures. In his opinion, "the real natural premium is that which averages the annual cost of each life from its age at admission to the period of life's expectancy." What is this but level premium life insurance? The fraternal societies are at last coming round to our position. They are getting ready to camp on Level Premium Hill, behind the breastworks of a legal reserve. But when they do that, there will no longer be an excuse for their existence. There is really no valid excuse now.

F. A. Falkenburg of Denver submitted the following interesting and instructive table of the comparative assessments of a number of leading "flexible premium" societies, as follows:

ANNUAL COST PER \$1000.

Mutual Reserve	1881	\$ 4.45
	1895	17.46
Knights of Honor	1876	5.00
	1895	17.78
U. B. Mutual Aid	1874	12.24
	1895	73.14
Royal Arcanum	1881	9.82
	1895	12.08
Covenant Mutual	1880	7.53
	1895	17.38
Supreme Lodge, A. O. U. W. . . .	1881	8.32
	1895	14.49
American Legion of Honor	1882	6.12
	1895	21.37
Catholic Benevolent Legion . . .	1881	9.62
	1895	12.08
Knights of the Maccabees	1885	3.91
	1895	7.34
Modern Woodmen of America . . .	1884	2.21
	1895	5.82

—HONOLULU.—Bishop & Co. are now sole agents of the Liverpool & London & Globe Ins. Co., the Fireman's Fund Ins. Co., and the Manhattan Life Ins. Co., for Hawaiian Islands.

Home Life Insurance Company.

This favorably known New York life insurance company was organized before the war, and in the thirty-six years of its beneficent career it has steadily pursued conservative methods in the best interests of its policyholders. Although capitalized, it is virtually a mutual company. The management is economical, and the dividends to its few shareholders is little more than savings-bank interest.

The Home Life has \$9,000,000 assets, of which over \$1,000,000 is surplus. The amount of insurance in force makes annual gains in substantial amounts. It is now over \$40,000,000. A variety of policies are issued, meeting the wants of people in various circumstances of life. The solicitor finds ready sellers among this variety. On this Coast, under the management of W. H. Dunphy, the Home Life has been doing an increasing business, in the face of strong competition.

First Annual Banquet of The Life Underwriters' Association of San Francisco.

During the past two years members of the Life Underwriters' Association of San Francisco have had a proposed banquet under consideration, but while such a social event was generally favored as promoting unity and good feeling, there were unavoidable delays which for a time threatened the abandonment of the dinner project. Last month the dinner committee seized upon a favorable opportunity, and Secretary Pratt sent out the notices and invitations. The interval was short, and several members and invited guests found themselves unable to be present.

The banquet was given in the California hotel banquet-room. Some twenty-five members of the association and their guests were present, and thoroughly enjoyed toasts and music and the following

MENU.

Blue Points, Half Shell. Soup—Green Turtle a la Claire. Hors d' Oeuvres, Anchois a la Huile, Amandes Salees. Fish—Paupiettes of Striped Bass, Pompadour. Cucumbers, Pommes Brebant. Sauterne. Entrees—Filet Mignon a la Bordelaise, Quail Grillee Sur Cunape aux Petits Pois. Vegetables—Aspar-

agus a la Vinaigrette. Punch—Sorbet au Chartreuse. Roast—Canvas-back Duck, Currant Jelly. Claret. Salad—Celery Mayonnaise. Dessert—Neapolitan Ice Cream, Petits Fours Assortis. Fromage de Roquefort and Camembert. Fruit. Cafe Noir.

After coffee and cigars, and with an occasional punctuation by a popping cork, brief speeches were made by the members and the guests of the association. President Landers, manager of the Manhattan Life, said:

"The pervading sentiment which actuates our association, The San Francisco Life Underwriter's, is to make clear its practices and straighten the path of life underwriting, not to deprive competition of any of its keenness, or take from it any of its energy, but to elevate the field work to the dignity of a profession, making the agency business clear and of good repute, resting exclusively on its merits and purposes of benevolent usefulness; to present fully and fairly the plans of one's company, without detracting from the merits of others. To do all that is possible for one's company without injury to another. This is the spirit of our organization.

"Life insurance embodies great principles, the development of individual thought, and sincere work through such an organization as ours. We are here to-night as the representatives of great financial corporations. We have come together for a common purpose—to cement a good feeling among the members of this association. Let us hold our institution to its best principles, and press forward the good work before us to the highest intelligence, energy and sympathy of the great heart of human society from which it has sprung."

Manager Clarence M. Smith, of the Northwestern Mutual Life, began his remarks with a story illustrating the public estimation in which life insurance agents were held forty years ago, when make-shifts, confidence men, and men who had failed in everything else, were largely in evidence. He then briefly outlined the change from those days to the present, when men of integrity, standing and education are in the ascendancy and are striving to weed out the unworthy. He spoke in strong terms of condemnation of those—still, unfortunately, in the ranks—who glory in proselyting into their own

from other companies of high standing by gross misrepresentations, and thought this association of general agents, by the mutual acquaintance it would secure, would result in mutual respect and good feeling and greater unity of effort to promote reforms and abolish the dishonorable methods sometimes pursued by solicitors in their zeal to "get new business." In this connection he said:

"We all appreciate that there are certain innovations and old methods to be made; certain reforms to be achieved, and vast improvements to be brought about in the work of this field. One of the prime objects of this association is the social intercourse which will grow up among its members, and as we know each other better, and learn to appreciate more the good qualities which each man possesses, we shall be less liable to see the faults which are often on the surface and soonest to be found."

Mr. Smith spoke of the insurance press, appreciating its helpfulness, but suggesting that it give a little more attention to the successful meetings of the association instead of parading failures. He is a decided optimist and predicts a great improvement in methods of obtaining business through the action of the association, believing in its efficiency and success. We are certain also that it will succeed and achieve splendid results, if all the general managers work with the same enthusiasm he has manifested since its organization.

Mr. Smith closed with an expose of fakir methods in the business, and a strong appeal for unity of action in refusing employment, in any capacity, to any man who has not a clean record from the companies for which he formerly worked, ending his remarks with the following as a fitting story of the fakir's end:

"Once upon a mountain's brow
A hermit lived,
The Lord knows how.

Plain was his dress
And coarse his fare;
He got his food,
The Lord knows where.

His prayers were short,
His wants were few;

He had a friend,
The Lord knows who.

At length this aged man did die,
He left the world,
The Lord knows why.

He is buried in a lonely glen,
And he shall rise—
The Lord knows when."

Mr. Bromley responded to the toast, "The Ladies." Manager Wm. J. Landers responded in behalf of the fire insurance branch, and gave an account of his experience with life insurance solicitors. Manager Pratt of the Provident Savings said, in part, speaking of the officers of the association:

"While we may not have done anything worthy of record, our sins have been those of omission rather than otherwise. The fault, however, does not properly lie as a charge against us. We demur to the indictment, and plead as a defense a lack of enthusiasm of the body as a whole; we have not had the moral support of our fellows, and if there has been a lack of purpose, if we have failed to accomplish anything that might promote the interests of our organization, that responsibility must be shared by each individual who in the eleven months past failed to respond in person to the call of the secretary, summoning you to our monthly meetings.

"According to the directory, we have represented on this Coast nineteen old-line companies with headquarters in San Francisco. The managers of fourteen of these companies are members of this association. Four of our members have never honored us with their presence during the past year. We have been unable to get a quorum present for five months.

"Association and good fellowship is an important factor in all business enterprises, because it begets confidence, which is most essential in our dealings with each other and with the public. The agents, seeing there is a unanimity of sentiment for the common good among the managers, will be less likely to adopt methods that they know have the stamp of our disapproval."

Other speakers were: Insurance Commissioner Higgins; "Uncle George," who would rather be there "alive uninsured than elsewhere dead with forty life insurance policies in his trunk"; Manager J.

B. Day, of the Washington Life; Manager Chas. McLane, of the New York Life; Assistant Secretary S. M. Marks, of the Pacific Mutual; General Agent Fred Beaver, of the Pacific Mutual; Manager W. C. Leavitt, of the Union Mutual; J. E. Riley, J. A. Casey, J. G. Edwards, Robt. W. Neal. Others present were: Assistant Manager Fred Stolp, of the National Life; Manager C. M. T. Parker and Mr. Franklin, of the Massachusetts Mutual; Geo. Hunt, of the Union Mutual; Manager W. W. Haskell, of the Travelers, and Capt. A. E. Magill.

Close of Volume Fifty.

With this number the COAST REVIEW closes its fiftieth volume. It was twenty-five years old in September, but the volume has for many years corresponded to the calendar half-year. Times have been hard, but we think it will be admitted that the COAST REVIEW has maintained its usual high standard. The record of the present year will be found in the ample index printed elsewhere. It is always dangerous to promise anything for the future; so, we decline to run that risk at the present time. But we will add that if our advertisers give us due encouragement we shall, during 1897, try to give a little better service to the practical side of the various branches of insurance. Our subscribers, we are sure, from the evidence of receipted bills and renewals, will continue to do their part.

The Frankfort Accident and Plate Glass Ins. Co.

Just at present this company is attracting a good deal of attention as a free lance in the employers' liability field. It has recently been introduced in the East, and like newcomers generally in this branch of business, it is trying to place a goodly share of business on its books before discovering the importance of compact rates. Just how far the patience of the insiders can be tried with safety to the outsider is the particular business of the latter to find out. The Frankfort has a handsome net surplus and a large paid-up and guaranteed capital. It is thirty-one years old,

and the traditions of the office are eminently conservative. Voss, Conrad & Co. are the general managers for the United States.

The London Assurance.

Organized in 1720. This is a big catch-line though set in small type. Everything is so modern nowadays that the exception arrests attention. One hundred and seventy-six years' loss-paying record! Further than this seems superfluous speech. A glimpse of huge figures is as satisfactory as analysis and reiteration, to-wit: Over \$9,000,000 gross fire assets, \$5,000,000 net surplus, over \$7,000,000 surplus as regards policyholders. All this plus 176 years of honorable service as suppliers of sure indemnity. The London Assurance operates in this field with the Northern Assurance, under the management of Geo. F. Grant.

The Providence-Washington.

The United States, too, can boast of its eighteenth century insurance companies. For example, there is the Providence-Washington Ins. Co., for which Butler & Haldan are the general agents on the Coast. It was organized in the last century, a little late (it was in 1799), but considering the war so recently ended, the organization could not well have been sooner. We wonder if the far-seeing Yankees who founded the company did not hasten the organization for the benefit of the good advertisement to be got out of the announcement, "an eighteenth century company"?

The history of this Rhode Island company is a very interesting chapter in American insurance history. Approaching its hundredth birthday, the Providence-Washington exhibits a handsome net surplus and some \$600,000 surplus to policyholders.

—Word is passing along the line that a great deal of new life business is to be written this month. Ante-election promises are being kept, and the thrifty class of men find their confidence in life insurance renewed. It is the holiday season,

which is always favorable to life insurance work. A good-sized life policy taken out this month is a fine Christmas present to one's family, and enables the insured to begin the new year with a new feeling of independence.

Organized Locals' Address.

A remarkable address, signed by the executive committeemen, has been rashly sent forth by the unique national association of local agents recently organized in Chicago. It presents strong arguments for the distrust of managers who have little or no faith in the ability or practicability of local agents' organizations. Anything so indiscreet as this address we have never before seen in insurance literature.

The comparative freedom from prosecution which embezzling local agents enjoy has persuaded this committee that fire insurance agents are more honest than bank clerks and others holding positions of trust: and the committeemen make their fellow locals ridiculous by proclaiming from the house-tops of print this alleged superior honesty. We have a high opinion of the honesty and good sense of local agents, but if these committeemen are representative this opinion will have to be lowered.

We read, further, that fire insurance agents have bigger and better brains than the representatives of other branches of business in the same community, as a rule, "They are the competitors of bankers." The inference is that the locals are capable of managing the affairs of insurance companies. While the war lasts on the Coast we shall not deny the correctness of this inference.

The committeemen say the locals control the dividends, and the services they render the business in this respect are not properly appreciated. The way to make the companies appreciate their obligations to the locals is clearly pointed out. They have only to "withhold business from an offending company, to bring it to correct the evils of which just complaint may be made." "In most cases the agent is the

respected enemy of the company, made so by the company itself. The question has ever been: To what extent can we go without totally driving our men away? The locals may truly say, Heaven defend us from our friends!

Ætna Insurance Company.

The \$11,000,000 assets of the Ætna of Hartford place it in the front rank of fire insurance companies. It leads all American fire offices in this respect, and is led by only three or four foreign offices. The same rank is maintained in the matter of surplus funds. Foreigners may well wonder that such great institutions should be content with the United States and Canada fields. The superior indemnity which the Ætna offers would find numerous takers in foreign lands. It is a very successful company, paying handsome dividends; and its good fortune makes it conservative and content. Messrs. Boardman and Spencer are the general agents of the Ætna on this Coast. E. C. Morrison is supervisor of agencies. Messrs. Mel. Goodwin and Gazzam, well known field men, are the special agents and adjusters.

Death of Manager Beavan.

As we go to press, Manager Watt of the Pacific department of the Royal informs us that he is just in receipt of a telegram notifying him of the death of Mr. Jeffrey Beavan, sub-manager of the Royal Insurance Company, of typhoid fever. We are able to reprint the following brief biographical sketch of the deceased, from the *Cyclopedia of Insurance in the United States*, edition of 1894:

BEAVAN, JEFFREY, sub-manager of the Royal Insurance Co. of Liverpool, and late resident United States manager of the London & Lancashire Insurance Company, was born in Liverpool, England, in May, 1852. In 1870 he entered the office of the Royal as a clerk, which position he changed to a clerkship in the London & Lancashire in 1874. He was appointed foreign superintendent of that company in 1880, and in May, 1885, was sent to the United States to act as joint manager with Mr. Yereance; and when that gentleman resigned to accept the presidency of the Alliance

Insurance Association in 1888, Mr. Beavan assumed the sole management of the London & Lancashire. He resigned in December, 1891, with the view of establishing himself as a representative of American fire insurance companies in London, but having accepted the offer of the sub-management of the Royal at the home office, in January, 1894, he accepted that position.

Mr. Beavan visited San Francisco several years ago, and was well known personally to many of our local underwriters.

Norwich Union Fire Insurance Society.

Within a few months this famous English fire insurance company will be a hundred years old. Paying between two and three million dollars yearly for fire losses, the record of the company in this respect is certainly impressive. A century of loss-paying is a very long time. The Norwich Union Fire has been very successful. Its accumulations of over \$6,000,000, including \$2,700,000 net surplus, do not give a fair idea of this success. The company has paid remarkably handsome dividends for many years. The premium income of nearly \$5,000,000 annually represents some very choice business, for which the \$3,400,000 policyholders' surplus may take its due share of credit as well as the general and department managers. The Norwich Union now has a Pacific Coast department under the management of Wm. H. Lowden.

Taffy for the Coast Review.

ST. LOUIS, NOV. 24, 1896.

We are not yet realizing any great amount of that prosperity promised us prior to Nov. 3d, but we have always got money enough to pay our subscription for such an able journal as the *COAST REVIEW*. We consider, barring its position on the financial question, that the *COAST REVIEW* is the ablest edited insurance journal in the United States. We hope now that the smoke of battle is over that the position which she took on finance will prove to have been correct, and you can rest assured that agents in this bailiwick will do their share of the business if there is any floating around.

Yours truly,

THOS. H. McDERMOTT,
Gen'l Agent.

Renewed Efforts to Organize.

The fire insurance situation on the Coast remains substantially unchanged. Since our last issue the work of reorganization has been prosecuted with some earnestness and hope, it is true; but while some progress has doubtless been made, it hardly calls for any comment. The usual committee, armed with magnifying glasses and working when the sun shines, is always able, with due assistance, to find differences and objections sufficient to prevent the restoration of rates. This state of affairs, we imagine, still continues. Anyway, rates have not yet been restored. Renewed efforts have been made to harmonize these differences and to overcome these objections.

The successful organization of the Southern California Insurance Association is announced. It is to be composed of local boards in the southern counties, and under proper management and with deserved encouragement it should be able to restore rates.

The Oakland local agents are attempting to organize, but they are hardly proceeding on practicable grounds. No permanent organization of locals can be effected, at least not where high commissions have been paid, if the commission question is not also regulated. In other words, speaking in a general way, rates can not be restored if commissions are not likewise restored.

The Oakland locals have made what may be termed "an offer." They propose to restore rates in Alameda county, and for the benefit thus bestowed on the business they further propose to be the sole beneficiaries. They are willing, and profess to be able, to restore rates, but they do not want commissions to be regulated. They want to have the right to accept the highest bid. This liberal offer, of course, will not be accepted.

The COAST REVIEW hoped to be able to announce the restoration of rates at the beginning of the year, but alas! our best laid hopes turn out to be without sure foundation. Coast fire underwriting still serves as "a horrible example" to West-

ern Union men who are tempted to turn aside from the straight and narrow path which leads to dividends, and try their fortunes in the race for "volume" down the broad road which surely leads to destruction.

Coast Loss Figures for 1896.

Only a few days remain to the expiring year 1896. We may therefore venture to estimate Coast fire insurance losses, with some degree of assurance that the actual total will not differ materially. The amounts reported to the COAST REVIEW up to December 1st total \$3,750,000. The total for the entire year may therefore be estimated as \$4,000,000, or about \$600,000 less than in 1895. Nearly all of this reduction is to be credited to California. Losses in San Francisco and in California outside of the city, from present indications, will be about \$250,000 less in each, compared with last year's figures.

The writing of long term business has so increased, and the rates have so decreased, that the premium income can not be estimated: it can only be guessed. We guess it will be about \$7,500,000 on the Coast, which would yield about the same average loss ratio as in 1895. Counting expenses the same, the premiums will about equal losses and expenses, after a year of unusually favorable loss experiences, leaving not a dollar of profit, not a dollar for the hazard, and a big deficit in the form of liability under long term contracts.

There are indications that California's loss ratio will be about 60 per cent., and San Francisco's likewise 60 per cent. Had normal losses occurred in California the average loss ratio would now be indicated at over 70 per cent. Perhaps it is to be regretted that the usual losses did not occur. The actual figures may yet make as bad a showing.

Chips.

—It is now TWO YEARS since the Home and Phoenix withdrew from the Pacific Insurance Union. It is time to let by-gones be by-gones, and re-organize.

—Manager Hugh Craig of the New Zealand Insurance Company has been spending a few weeks in the City of Mexico.

—J. R. Chace, a Santa Cruz, Cal., insurance man who has been conducting two big hotels, was recently forced into insolvency, much to the regret of his many friends.

—BICYCLE INSURANCE.—President Elliott of the League of American Wheelmen has withdrawn his endorsement of the American Wheelmen's Protective Association, a bicycle-insuring concern in Chicago.

—AMENDMENTS.—In California at the recent election proposed amendment No. 3 to the constitution, limiting the liability of stockholders of corporations to the amount of stock, was defeated by a majority of 25,000. Amendment No. 1, exempting mortgages and trust deeds from taxation, was defeated by a majority of 90,160.

—Assistant United States Manager of the Prussian National, John F. Rice, who has been spending a few weeks in this city, has received instructions from United States Manager Letton to close the Pacific Department general office, and all local agents on the Coast will, in future, report to the Chicago office. The COAST REVIEW is of opinion that Manager Letton has made a mistake.

—The *Overland Monthly* for November has unusual interest for wheelmen, and in all its contents maintains its reputation for devotion to the West. "Unexplored Regions of the High Sierras" will direct more than one San Franciscan's footsteps in that direction in summer vacation days. Speaking of holidays reminds us that the December *Overland*, just out, is a holiday number. "Exploring in Northern Jungles" takes us across Vancouver island and gives picturesque glimpses of Indian life; and further on is an interesting relation of the Montezuma and other legends of the Pueblos, and also an article on "Indian Pictographs in California." This is truly an American number.

T. T. Smith is now the Denarian agent of the Palace.

—The German Alliance Insurance Co., to be organized by the German-American of New York, is the latest. It is becoming quite the fashion for big companies to have little tenders.

FARMERS' INS. CO.—Receiver Harbin of the Farmers of Seattle reports that since July 1, 1896, he has received \$6,867 and now has a balance of \$4,184. A dividend will be paid to creditors.

—Manager Harrison of the Thames and Mersey celebrated his 60th birthday last month. Mr. Harrison is an athletic and exceedingly well preserved man. He took a 60-mile "constitutional" on his 60th birthday.

—A local board was organized in Los Angeles, Cal., last month. All the offices signed. Business is now being written at new rates nearly three times the cut rates, or 25 per cent. less than the P. I. U. rates. The latter had been lowered in recognition of improved fire protection, just prior to the dissolution of the union.

—I. S. Rosenbaum, Benj. Schloss and Fred. W. Blumberg are the partners of the new insurance firm of Fred. W. Blumberg & Co., general insurance and commission agents. The firm have opened commodious offices at 431 Montgomery street, and represent the Lancashire, Hartford Steam Boiler and Metropolitan Plate Glass Insurance Companies. Mr. Blumberg has been connected with the fire insurance business in this city for the past twenty years, most of that time with the Mann & Wilson agencies. During the past five years he has been with the London and Northern. Mr. Rosenbaum and Mr. Schloss have been identified with the insurance brokerage business for many years past. All three of the gentlemen are well known in insurance circles and together control a large and desirable business in the city and county. These gentlemen are authorized to write country business for the Lancashire in way of re-insurance.

—Plate-glass smash in Chicago.

—The Hartford Fire has reinsured the Crescent of New Orleans.

—Dr. Thomas A. Foster, for fifteen years the medical director of the Union Mutual Life, died on November 27.

—Louis E. Replogle represented the Bankers Alliance at the Kansas City meeting of assessment associations.

—General Agent Cleveland of the Penn Mutual Life in Kentucky is under arrest, charged with embezzling the company's funds.

—Since admitted to the United States the North British and Mercantile has paid out in losses of \$30,778,089.99, or over a million a year.

—Resident agents and valued policy bills are announced for Washington. As the governor is from Kansas, the companies will hear something "Pop."

—J. H. Brewster of Hartford, assistant United States manager of the Scottish Union & National and The Lion, spent a couple of weeks in Frisco last month.

—It is rumored that the City Trust, Safe Deposit and Surety Company has been bought by the Guarantors, and that the two will be amalgamated and be known as the Guarantors Surety and Indemnity Company.

—The Mountain department of the Atlas Assurance Company, comprising Colorado, Wyoming and New Mexico, has been discontinued, and the agents in those states will hereafter report to Manager Devlin in San Francisco.

—There was at least one general agent in San Francisco who was not aware of the restoration of sanity and rates in Los Angeles. Opening his morning mail he found three applications from Los Angeles at board rates! The shock was too great! The usual restoratives were applied—around the corner.

—Manager Lewis of the Alliance of London is due in San Francisco on the 16th inst. The "street" is wondering what is about to "drop."

—E. J. Jolly, special agent, who for the past six months has been engaged in Colorado closing up the Mountain department of the Atlas, has returned to San Francisco, and is now at liberty to make other engagements with any other office.

—Harry C. Boyd, assistant general agent of the Hamburg-Bremen, returned on the 1st inst. from an extended trip through the Pacific Northwest and the East. Except in some parts of Oregon Mr. Boyd reports a healthy improvement in business generally throughout the Northwest.

—BINDING.—If you are going to bind, gather up your COAST REVIEWS and send them to your binder at once. Instruct him to include or exclude advertising pages. If you are not going to bind, preserve your copies awhile and bear in mind that the index is in the back part of the December number. You will probably want to refer to a table or article or decision within the next few months.

—W. J. Clemens of Clemens & O'Bryan, prominent insurance agents in Portland, Oregon, was in Frisco the early part of the month, arranging the placing of one of those big lines of insurance which his firm controls in the Pacific Northwest. Mr. O'Bryan, Mr. Clemens' partner, who is a cousin of the late Democratic-Populist candidate for President, continues to use the O' as a part of the family name.

—NEBRASKA.—The new governor announces that he will veto any radical legislation this winter. This is good news for the insurers and investors, but it will doubtless be deemed best to wait for adjournment before lending money in Nebraska.—Later: The Pop. governor has obtained from the attorney-general an opinion that bonds of officials furnished by surety companies can not be accepted under the constitution. This is blow No. 1 against the hated corporations.

—Clarence F. Briggs of Portland, Or., superintendent Pacific Coast department of the Standard Life and Accident Ins. Co. of Detroit, is visiting his California agencies.

—Walter H. Raymond, special agent with the Sun, Imperial and Lion in the Northwest, with headquarters at Portland, will in future make headquarters in San Francisco.

—J. F. J. Archibald, manager in this city of the Union Central Life Ins. Co. of Cincinnati, returned a few days ago from a visit to the home office of his company and to friends and relatives in the East.

—Manager Schroeder of the Aachen & Munich has appointed Weed & Kennedy of New York Eastern managers, and Joseph A. Kelsey Western manager. Mr. Kelsey was recently assistant manager of the Royal.

—Geo. H. Tyson, general agent for the German-American in this field, has been appointed general agent of the United States Fire Ins. Co. of New York, and it is understood that he will have the management on this Coast of the new German Alliance.

—E. Dekay Townsend has been appointed by Manager Day San Francisco general agent of the Washington Life Insurance Company. Mr. Townsend is a thorough business man, with many business acquaintances in the city, and will doubtless give a good account of his department.

—The Ministerial Life Insurance Company is the name of a new assessment scheme just organized in Los Angeles, California. Dr. David W. Edwards (no relation to the proprietor of this journal) is president, and A. W. Morgan assumes the arduous duties of secretary. It is believed by the friends of these gentlemen that with the ministerial name of the concern, together with the energy of the promoters, a sufficient sum of money can be collected to pay the president and secretary reasonable salaries.

Our Agency Directory, corrected to date, will appear in the January number.

Assistant Manager Argall is once more at his desk. He recovered very rapidly at the springs.

The companies which retired from the Coast after the outbreak of hostilities two years ago are returning now.

Stickley & Shaw of Leadville, Col., send us the first calendar of the season. It leaves "A Pleasant Impression."

—THANKS.—To our readers who have favored us with newspaper clippings, reports of local boards, correspondence, complimentary and encouraging words and renewals, during the year, we return our thanks. We are theirs "to command."

—After a legal battle lasting 13 years the litigation between the Germania Fire and the Hanover Fire has been settled by Vice-President Howard P. Gray, of the latter company. While both companies were being jointly represented by the New York Underwriters' Agency, the Germania, in 1883, entered suit against the Hanover which resulted in defeat. The amount involved was placed in the hands of a receiver, and what he and the lawyers haven't acquired for fees during this weary legal squabble is hardly worth mentioning. The sum of \$100,000, it is said, represents approximately the united expenses of the companies.—*Investigator*.

—The Phoenix Mutual Life Insurance Company of Hartford has re-entered California and will, after January 1st, actively present its claims for new business in this field. James S. Osborne has been appointed general agent and has opened offices in the Mills building. The Phoenix Mutual is one of the old, solid and conservative companies of the country and will doubtless command its share of new business on the Coast. Mr. Osborne is an experienced life insurance worker and will, we predict, make satisfactory returns from his department.

—An extraordinary number of school-house fires have occurred on the Pacific Coast this year.

—Employers' Liability Rates may be entirely too low, as claimants of the American Casualty found to their sorrow.

—"What to Do in Case of Fire": by A. A. Andre, adjuster: price 25 cents. This is a serviceable little pamphlet, containing some very plain talk.

—The Home Mutual will enter Massachusetts and several other Eastern states after January 1st next. It is the plan of the management to gradually extend the business of the company in Eastern fields, under Manager Kellogg of the Eastern department.

—The employers' liability risk of the Boston & Montana Consolidated Mining Co. and the Butte & Boston Mining Co., of Butte and Great Falls, Mon., has been written by the Frankfort, this year, after a sharp competition with several tariff companies. For the last three years it has been carried by the Employers' Liability Assurance Corporation. Owing to the fact that the annual premium is something like \$30,000, it has always been a very tempting risk, but it is not believed that the companies as a whole have ever made any money out of it.

—Geo. W. Turner is manager for the Northwestern National Ins. Co. in this city. Mr. Turner is also a warm friend of the Bernheim family and accommodates these people by placing all their insurance. One of the Bernheims had a fire at Santa Cruz not long ago. Two of them have just had a fire at Napa, one on jewelry, one on dry goods. Mr. Turner consulted, on behalf of his friends the assured, an expert adjuster who acts for the assured when requested, Mr. Peter Outcalt. Mr. Turner consulted on behalf of his company an expert adjuster who represents the company in case of loss, Mr. D. W. Wilson. The two gentlemen are at work on the claim. Mr. Turner must have said to the adjusters: "Now go it, boys, and may the best man win."

—To Special Agents: Our Directory of Field Men will be printed in the January number. Corrections are solicited. There will probably be some changes at the beginning of the year.

—The agents of the New York Life who sent in their estimates of the electoral college vote "builded better than they knew." The majority by an overwhelming vote gave McKinley 251 votes. He will receive 271, which is 47 more than required. The postal card vote of a Chicago paper also corresponded marvelously to the actual result. These "straw" votes will be received with more respect next time.

—Assistant United States Manager Rice of the Prussian National has appointed W. Loaiza & Co. (Stovel & Thebaud, managers) San Francisco agents of the company. The newly appointed city agents now represent the following companies: Atlas, Norwich Union, Manchester, Caledonian, American, N. J., Scottish Union, Orient, Prussian National. The marine department of the agency is: New Zealand, General, Austrian Phoenix, Manheim and Prussian National. The firm also represents the Union Casualty of St. Louis as Pacific Coast general agents.

—Mr. E. F. Miethke is vice-president of the Magdeburg and has a continental reputation. He entered the insurance business with the Thuringia and was its manager at Berlin until 1863, when he went to Paris as its manager for France and Spain. In 1868 he took a place with the Magdeburg. He remained in Paris six years, and at the close of the Franco-German war the French newspapers charged him with being an officer on the Prussian general staff, and maintained that the Magdeburg office had been used to provide the German government with maps of various cities and towns in France. The sale of maps was in consequence prohibited. Since 1874 Vice-President Miethke has remained at the home office in charge of the foreign business of the Magdeburg.—*N. Y. Insurance Journal.*

—Manager Lamey, of the British America and Western, is in town.

—Medical Director Cluness of the Pacific Mutual is visiting the East.

—Kansas City rates on dwellings have been reduced 15 per cent. by the local board.

—The Ætna Life recently paid death claims on the lives of Editor Buckingham of Mendocino City, and Stenographer Hamilton of Los Angeles, Cal. Up to November 1st the Ætna Life had paid \$42,211.484 death losses.

—Index to N. Y. Standard Fire Insurance Policy: by F. O. Affeld, Jr., Brooklyn: copyrighted. Sent us with compliments of Hamburg-Bremen Fire Ins. Co. Subjects are arranged alphabetically on back of policy, with lines cited according to number. Seems a very good idea, filling a long-felt want.

—The Commercial Club of Indianapolis will make recommendations to Indiana's legislature for an insurance law. An insurance committee has been appointed to draft a bill, and suggestions of desirable sections in other states' laws are invited by Chairman Finch. Views of fire underwriters on the valued policy law and the standard form of policy are especially invited.

—Collections are reported to be much easier since the election. It is a good time to resume the strict enforcement of all rules as to credit. One office reports the receipt of a letter from an agent who quotes a policyholder as saying: "Well, here's the premium for that policy on my house and barn. I guess there's no need o' hoarding that money any longer now that McKinley is 'elected.'" We quote it as a typical expression of a feeling of confidence which is bound to make money "easier" and times better. More business should be written in the near future, more business will be written, and we are sure that Pacific Coast agents will do their share.

61,820 votes were cast in San Francisco at the recent election.

A New Orleans insurance man, M. L. Navera, committed suicide last month.

St. Paul losses have declined 20 per cent; San Francisco losses, 40 per cent.

The Provident Savings recently paid a \$10,000 death claim in San Francisco, on the life of Wm. A. Dimond.

New governors are spending part of their time hunting for men who know nothing about insurance, from whom the new insurance commissioners will be selected. The governors need look no farther than the editorial rooms of daily papers.

—The Great Britain Ins. Corporation, of London, with new offices in Chicago, has a phantom-like look. If it is a real flesh and blood insurance affair, with substantial bones of cash, our ever reliable contemporary *The Review* of London will avouch it.

—The *Insurance Counselor*, by J. Thomson Paterson, New York, is the name of a new monthly paper devoted to the interests of "natural premium" life insurance. The first number is very creditable to the editor and proprietor. The only fault we find with it is that it prints approvingly, as from an "accepted authority," a quotation from E. D. Williams, "consulting actuary."

—Encouraged by the successful organization of a board at Los Angeles, efforts to organize all of the state south of the Tehachapi are being made by the local agents. It is to be known as the Southern California Insurance Association. The design is to include all the principal towns, organizing boards therein, and forming the larger board out of the representatives of the smaller boards. The headquarters of the association are to be in Los Angeles. The sentiment in San Francisco is one of hearty co-operation with the proposed association.

Manager Driffield of the Transatlantic, who is representing his company and others in the adjustment of losses at Guayaquil, sends us a copy of *El Grito del Pueblo* containing a "plano de Guayaquil despues del incendio del 5 de Octubre de 1896." According to this plan, between ninety and a hundred blocks or squares, containing about 1,600 buildings, were destroyed by the fire of October 5. The paper is dated Nov. 18, and reached us Dec. 9. Mr. Driffield—who, by the way, will be back about the middle of January, writes that ninety-eight blocks were burned; that the property loss was \$30,000,000 and the insurance loss was \$3,500,000. The average rate was two per cent.

—The movement for a district board with Los Angeles as headquarters has in contemplation a convention of the local agents of the principal towns in southern California. In a circular-letter on this subject, Manager Dornin of the National and Springfield says: "The excellent working of the several district organizations, the Northwest Insurance Association, the Montana and Idaho State Board, the Utah Association, the Colorado Underwriters' Association, and the Arizona Association, all give hopeful indications that the work in the South, once fairly established on terms equitable to the companies, the clients and the agents, will put the Southern California Insurance Association on a creditable working basis, in which the interests of the agents and companies will be equally subserved. The record of business for the past five years in California shows that there can be no serious abatement from the former tariffs of rates without material loss to the companies. That there should be a readjustment, on an intelligent schedule system, of rates in the larger and better protected towns, is generally conceded, but any rates now established, which are a material abatement from the former Pacific Insurance Union tariff, must necessarily be *ad interim*, and we believe this will be very generally recognized by agents and clients when the matter is discussed."

—The Mutual Fire has been admitted to the Western Union.

—Ohio loss claimants find it impossible to collect from the New York fire Lloyds.

—Ohio lodges of the defunct Equitable Aid Union will reorganize and take the same name.

—The Queen's calendar is an eye-catcher, with poster figures which a blind man can almost feel.

—Anybody can write life insurance at 85 per cent. brokerage and 5 per cent. bonus on \$100,000 written.

—The Howard of Baltimore will increase its capital and engage in a general agency business in many states.

—Tacoma men are building a new saw-mill which is to have a frontage of 600 eet on the water front.

—The Continental calendar follows the usual pattern this year, convenient, serviceable, and not forgetting the picture of Revolution fore-folks who have a Continental policy.

—The Manchester-American-Caledonian calendar is a gold bordered, neat monthly sheet affair, designed for the fitting and attractive advertisement of local agent as well as company.

—Two vacant dwellings in San Francisco were recently set on fire by a young man who inspected them with an alleged view to renting. Fire Marshal Towe thinks the incendiary was a sneak thief, and that the object was to rob neighboring houses while their inmates were at the fire.

—Mr. Philip E. Morse, foreign inspector of the Aachen & Munich Fire Insurance Company, whose head-quarters are at Aix-la-Chapelle, Germany, is at present on a tour of the Australasian colonies, in order to decide whether the colonies present a sufficiently favorable field for the establishing of branches.—*N. Z. Ins. Journal.*

—Jasper Mahan, an Anaconda, Mont., local, committed suicide recently.

—Condrey & Scott, St. Louis, have been appointed agents of the Thuringia Ins. Co.

—The Liverpool & London & Globe has organized a company of the same name in New York.

—The National of St. Paul is said to be a new plate-glass re-incarnation of the defunct St. Paul German. Enough said.

—The commission-war in Cincinnati still continues but does not continue very still. Rates are being cut also when deemed necessary.

—Now that everybody is hopeful, it is a good time to "clean up" outstanding accounts and thereby start with a clean slate on January 1.

—The Cleveland Fire, a new \$200,000 venture, is reported, with Mark Hanna as one of the incorporators. It will not apply for admission to Colorado.

—Wisconsin refuses to admit the Assurance Lloyds of America, because its \$200,000 trust deposit can be withdrawn at a moment's notice. The security is therefore deemed inadequate.

—The sensation-writers are now looking for a revival of rumors that the Aetna Life has secured control of a majority of the stock of the Travelers Ins. Co., to be shown in the election in 1897.

—"Canst Not Say I Did It."—A Kearney street clothier who writes his own ads and draws his own pictures had a fire last month. Next day the San Francisco papers printed a big smoke damage ad headed in big type "Smoke Done It."

—The Cincinnati board proposes "sauce for the gander" too. The receiver as well as the giver of a rebate is to be punished. The name of the guilty property-owner is to be bulletined, and the rating on his property is to be increased 50 per cent. Beautiful scheme!

Report treaty office reinsurance.

—Nearly one-fourth of the insurable people of Germany are insured.

—The Mutual Fire of New York will change its name to the American National.

—This month we conclude our review of insurance in the courts for eighteen months.

—The Brooklyn Phoenix's offices in Chicago are "immense," according to the fine illustrations in the *Post*.

—The Home Life of New York sues to prevent new Home Life of Detroit from using its name. Success to suit!

—The Colorado Grange Mutual Fire has not yet had a loss, and the managers congratulate the members. So do we.

—Illinois retaliatory law has been upheld, as applying to life offices, though Illinois has no life insurance company.

Special Agent Wanted.

A successful and reliable Life Insurance man to act as Special Agent for the Pacific Coast, of one of the progressive and thoroughly up-to-date "Old Line Companies." A salaried contract will be given the right man. Address,

MANAGER A. B.
Care of THE COAST REVIEW.

I. S. ROSENBAUM. BENJ. SCHLOSS. FRED. W. BLUMBERG.

TELEPHONE, RED 2415.

FRED. W. BLUMBERG & CO.

General Insurance and Commission Agents

Agents for
The Lancashire Insurance Co., England.
The Hartford Steamboat Inspection and Ins. Co.
The Metropolitan Plate Glass Insurance Co.,
of New York.

431 Montgomery Street,

SAN FRANCISCO.

THE COAST REVIEW INDEX.

1896.

In consulting the following index it should be borne in mind that occasionally the page given has a letter following it. If the article does not appear on the numbered page, turn over to the same page marked *a* or *b*, etc.

FIRE AND MARINE.

PAGE

Aachen & Munich Transfer	514	Brown, Craig & Co., Dissolve	205
Aachen & Munich Fire Ins. Co.	245	British and America Exchange Ass'n	455
Advertising Co. Best for Local	176	Burned on the Pacific Coast	168
Adjuster Should Remain on Ground	449	California Marine Business 1895	23
Adjustment Expenses a Part of Loss	561	California Comparative Fire Figures	48
Ætna Changes	332	California Fire Business by Classes of Co's.	86
Ætna Ins. Co.	567	California Ins. Company's Charter	147
Alliance Assurance Co.	140, 246	California Marine Figures	177
Alaska Fire Business 1895	241	Caledonian Ins. Co.	135, 329
All Insurance is Mutual	462	California Insurance in the Early Days	191
American Central Ins. Co.	137	Cancel, The Way to	287
American Fire of Philadelphia	144	Ceased Writing on Coast	22
American Ins. Co. of Newark	164	Chicago Fire and San Francisco Companies	390
American Fire Ins.	285	Cincinnati Rate War	470
Ancient Fire Engines	240	Colorado Fire Figures 1895	86
Appraisement Contract	463	Conflagration Hazard	453
Arizona Fire Business 1895	239	Costly Coast Fires in 1895	21
Argall, F. G.	329	Coast Fire Business 1895	27
Arizona Underwriters	20, 450	Coast Marine Figures	45
As an Appendage of Chicago	211	Coast Fire General Agency Figures	50
Atlas Assurance Co.	134	Coast Fire Losses by States	92
Australian Fire Ins. Situation	377	Coast Situation in March	103
Bagley, W. H.	11	Coast Situation in April	145
Balfour, Guthrie & Co. Changes	339	Coast Fire Business Sixteen Years	187
Beavan, Jeffrey, Death of	567	Coast and Mountain Business by States for Series of Years	276
Beck, J. M.	33, 73	Coast Review's First Advertisers	389
Bertheau's General Agency	183	Continental Changes	185
Big Department Stores in New York	467	Commercial Union Assurance Co.	193
Board of Fire Underwriters Organized	69	Coal Laden Ships Missing	242
Board of Fire Underwriters in May	205	Connecticut Fire Ins. Co.	282
Board of Fire Underwriters in June	255	Comparative Northwestern Figures	293, 326
Board Situation in August	342	Colorado Companies and Figures	330
Board of Fire Underwriters Organized	418	Court Decisions Eighteen Months	488
Board of Fire Underwriters Election	514	Co-Insurance Clause	498
Broadway Ins. Co.	7, 551	Cripple Creek Fire	185
Brown, Edward	403	Craig, Homer A.	244
Brown, Arthur Merrill	406	Cunningham Case	73
British Columbia Decision, Beer vs. Ins. Co.	54	Dwelling Hazard	237
British Branches in America	118	Edwards, L. B.	328
British America Assurance Co.	123	European Branches in America	136
		Farmers Alliance and Industrial Union	21, 542
		Fire Proof Buildings	4
		Fireman's Fund Ins. Co.	26
		Fire Underwriters Inspection Bureau	26
		Fire Insurance in Force in London	47
		Fire Underwriters Association of Pacific	72, 79
		Fire Losses in the United States	177
		Fire Bugs in China	249
		Fire Insurance One Hundred Years Ago	258
		Fire Lloyds of New York (See Lloyds)	278, 331
		Fire Tables	284

Fire Offices Retired from Pacific Coast since Jan. 1, 1860	353	Limitation. Holiday	108
Fire Patrol Semi-Annual Statement	344	Limitity of Carriage Insurance	112
Fire Offices in California Jan. 1, 1872	391	Lion Fire Ins. Co.	103
Fire Offices Admitted in California in Past Twenty-five Years	400	Lloyds	104
Fire Association Retires from California	405	Lloyds Fire Decision	106
Fire After Fall of Building	449	Local Situation in July	107
Fire Underwriters Association of Northwest	461	Locals' Address	108
Fire Extinguishing	461	London Salvage Corps	109
Foreign Fire Office Figures	382	Local Situation in October	109
Franklin Fire Ins. Co.	61	Local Boards, Benefits of	109
Fuller, J. L.	8	Local Agent	108
Fuller Fire	203	Lowden, William H.	11
Gasoline Engines	61	Los Angeles Local Board	7
Gasoline Decision in California	106	London & Lancashire Fire Ins. Co.	104
Garnishments Before Proofs of Loss	161	London Assurance Co.	104
German-American Semi-Annual Statement	407	Marine Decision, Koons vs. Ins. Co.	10
Greenwich Ins. Co.	141	Marine Insurance of Pacific Coast	10
Growing Grain Business	292	Marine Matters	10
Great Fire of London	455	Manchester Fire Ins. Co.	10
Guayaquil Conflagration	466, 514, 552	Magdeburg Fire Ins. Co.	10
Hartford Fire Ins. Co.	6	McDonald, J. J.	10
Hamburg-Bremen Fire Ins. Co.	55	McMinnville Mutual	10
Hanover Ins. Co.	183	Methodist Mutual	10
Harvey, Leroy G.	407	Monterey Meetings	10
Hawaiian Fire Business	514	Montana Fire Business 1895	11
Hawaiian Islands	554	Montana Decision	10
Heywood, Porter P., Death of	192	Montana Fire Premiums Three Years	10
Helvetia Swiss Fire Ins. Co.	257	Moral Hazard These Times	438
Hebrew Risk	462	Montana Board	10
Hillman, John R.	36	Mutual Fire Sample	10
Home Mutual Ins. Co.	22	Municipal Ins.	10
Home Ins. Co. of New York	62	Mutual Fire Ins. Sample	10
Honolulu	100	Mutual Fire Ins. Co.	10
Home of New York in the Northwest	140	Mutual Assistance Bag Co.	10
Honolulu Insurance Directory	171	National Fire of Hartford	142
Home Ins. Co. New York, Semi-annual Statement	394	New Zealand Municipal Ins. Scheme	10
Idaho Fire Business 1895	239	New Zealand Ins. Co.	10
Idaho Fire Premiums Three Years	326	New Zealand Fire Ins.	10
Imperial Ins. Co.	118	New York Ins. Report	10
Ins. Co. of North America	54	Nevada Fire Business 1895	10
Insurable Interest Decision	223	New Mexico Fire Figures 1895	10
Kansas	85, 181	New York Fire Lloyds (See Lloyds)	10
Kosmos Ins. Co.	420	New York Is in Danger	10
Lancashire Ins. Co.	238	New York Fire Patrol	10
Large Lines	302	North German Ins. Co.	10
Lamey, Manager, Removes Headquarters to Denver	442	Norwich Union's New Coast Department	10
Liverpool and London and Globe Ins. Co.	41, 247	Non-Intercourse Bugbear	10
		Northern Assurance Co.	10
		Northwest Insurance Association	10
		North British	10
		Norwich Union Fire Ins. Soc.	10
		Non-Intercourse Clause	10

Oakland Fires	108
Oil Fire at Los Angeles	245
Old Time Fire Protection	327
Oregon Fire Figures 1895	181
Oregon Fire Premiums Three Years	293
Osborn, Russell W.	206, 258
Overhead Writing	18
Ownership of Premiums Must be Alleged	61
Outcault's Slurring Circulars	338
Pacific Coast Fire Losses by States	
Palatine Ins. Co.	46, 135
Paris Firemen	236
Parks, W. S. and C. E.	291
Palatine, False Rumor Regarding	301
Pennsylvania Fire Ins. Co.	244
Perpetual Insurance	295
Pennoyer of Portland	353, 423
Phoenix of London	28, 165
Phenix Ins. Co.	144, 242
Phoenix Ins. Co. of Hartford	283
Pipe-fed Oil Lamps	141
Pomona Board	55
Pope, T. Edward	206, 258
Po On Marine Ins. Co.	421
Prohibited Lists in New York	133
Pro Rata Liability	498
Providence-Washington Ins. Co.	566
Prussian National Ins. Co.	137
Queen Ins. Co. of America	416
Rate War Effects in California	56
Rate War in California in 1871	390
Rate War Losses in California	416
Rates of Sky-Scrapers	440
Rating Organizations	482
Reduced Coast Losses, Sept. 1	446
Read Your Policy	446
Resisted Fire Claims	91
Rebate Question and Broker	373
Royal and Queen Special Agents	19
Royal Exchange Assurance Corporation: His- torical Sketch of	194
Rosslund, B. C.	165, 308
Rosebud Mill Case	303
Royal Ins. Co.	305, 416
Russia, Fires in	452
San Diego and San Bernardino Boards	19
San Francisco Fire Patrol	25
San Francisco Fire Losses 1895	26, 46
Sacramento Board	55
San Francisco Business	56
San Francisco City Premiums Six Years	88

San Francisco Losses Fourteen Years	141
San Francisco Fire Limits	151
San Francisco Fire Underwriters at Monterey Meeting (Picture)	254
San Francisco Fire Patrol Figures	514
Scottish Union and National	46, 237
Schedule Rating	454
Semi-annual Figures	421
Sky-Scraper Rates	481
Smith, Benj. J.	302
Smoke Damage Claim	311
Small Losses Should be Carefully Adjusted	372
Spencer, Geo. W.	300
Springfield F. & M. Ins. Co.	249
Spontaneous Combustion of Coal	434
Spokane Mercantile Co. Case	447
State Ins. Co. Receiver	34
State Property Rates Too Low	87
St. Paul Fire & Marine Ins. Co.	182
Stemmer Award Stands	443
Sun Ins. Office	258
Svea Ins. Co.	144
Taxation	462, 464
Testimonial to Geo. W. Spencer	333
Tender of Unearned Premium	123
Theory of Lines	114
Thuringia Fire Ins. Co.	301, 350
Tornado Insurance at St. Louis	245
Transatlantic Ins. Co.	137
True Economy	483
Universal Mercantile Schedule	7
United States Fire Premiums and Losses	124
United States Monthly Fire Losses	177
Union Assurance Society, London	204
United States Business Summary	504
Utah Legislation	104, 202
Utah Fire Underwriters	140
Utah Fire Figures 1895	180
Valued Policy Law	75, 190, 505
Valued Policy Law Experience	325
Valued Policy Decision	561
Virginia City Fires, 1871 and 1875	390, 394
Victoria Board	502
Voss, Conrad & Co.	553
Washington Fire Business 1895	140
Watchman Clause Decision	193, 221
Washington Fire Premiums Three Years	293
Western Assurance Co.	45
Westchester Fire Ins. Co.	136
Wetzlar, A. J., Death of	207
Wetzlar Library	515

Western & British America Companies	365
Western Union	149
Whose Fault?	547

LIFE, ACCIDENT, ETC.

Accident Insurance Growth	PAGE 849
Accidental Mortality	259
Advice to Life Policyholders	379
Admitted to California in Past Twenty-five Years	160
Ætna Life Ins. Co.	62
Ætna-Betts Controversy	234
Aggregates Since 1859	271
American Surety Co.	20, 44
American Life Insurance in 1895 and 1892	339
American Railway Accidents	332
American Legion of Honor	350, 374
American Trust and Insurance Co.	505
American Wheelmen's Protective Association	516
Ancient Order of United Workmen	290, 376, 437
A. O. U. W. Death Claims in Oregon	190
Ancient Order of United Workmen in the Courts	502
Ancient Order of Foresters	329
Ancient Order United Workmen	85
Art of Canvassing	49
Archibald, F. A., Death of	45
Assessment Failures	514
Assessment Associations' Annual Figures	553
Australian Mutual Prov. Society	294, 539
Bankers Life Association of Minn.	46
Bankers Alliance	71, 105, 117
Bankers Alliance	129, 149, 172
Bankers Alliance Annual Statement	173, 174
Bankers Alliance	176, 184
Bankers Alliance Changes	331, 411
Bankers Life Association	190
Bankers Mutual of Denver	467
Bennion, Fred	306
Bicycles and Accidents	451
Bicycle Theft Insurance	452
Boards of Trade Life Insurance	497
Bryan's Letter on Policyholders and Depositors	541
Burglary Insurance	123, 542
California Life Business 1895	24
California Assessment Business 1895	27
California Accident Business 1895	28
California Miscellaneous Business	43
California Life Insurance written since 1871	49
California Assessment Written	102
California Assessment Insurance in Force	124
California Life Figures Seven Years	226
California Life Insurance Decision	441

Calef Prize Essay	365
Central Accident Ins. Co.	17
Connecticut Mutual Life Ins. Co.	36, 37
Conspiracy to Defraud	33
Covenant Mutual Benefit	100
Covenant Mutual Life Ins. Co.	33
Cressey, F. J.	30
Debauched Commerce	310
Defalcations in One Month	411
Denver Life Ins. Co.	33
Denver Agents Favor 50-Cent Dollars	414
Employers Liability Compact	33
Employers Liability Assurance Corporation	141, 144
Empire Life Ins. Co.	304
Endorsements, Worthless	174
Equitable Accident, Seattle	308
Equitable Life Assurance Society	68, 186
Equitable Aid Union	472
Equitable Surrender Value Decision	556
Expenses	33
Feital Accident Claim in 1868	496
Fennell, G. M.	541
Fidelity Mutual Aid Association	46
Find the Fruit Thereof	92
Fidelity and Casualty Co.	137
Fidelity Accident Ins. Co., Salt Lake	425
Fidelity and Deposit Co.	146, 500
Forester's Mutual Life Association	122, 207
Fraker Case	16
Frankfort Accident & Plate Glass	565
Fraternal Life Association	58
Fraternal Life Insurance Examples	182
Fraternal Brotherhood, Los Angeles	217
Fraternal Insurance Societies Need Reserves	509
Fraternal Statistics	562
Gain and Loss Exhibit	487
Germania Life Ins. Co.	142, 497
General Life Figures Seven Years	226
Grave-Yard Insurance in North Carolina	287
Grand Life Figures	291
Grave-Yard Insurance in Canada	194
Greatest Impediment to Life Insurance	500
Historical Sketch	273
Home Life Ins. Co.	563
International Indemnity Co.	34
Industrial Insurance	165
Interest Rate	232
Independent Order of Foresters	166, 334
Insurance and the Nebraska Candidate	472
International Fraternal Alliance	501

International Indemnity Co.	552	Order of Chosen Friends	I, 292
Investment of Life Assets	514	Order of the Maccabees	140
Knights of Honor	294	Order of Pendo	546
Leavitt, W. C.	342	Oregon Life and Accident Business	142
Life Insurance Companies on the Coast	135, 168	Pacific Mutual Life Ins. Co.	44
Life Companies' Local Boards	225	Pacific Surety Co.	71
Life Insurance in Last Century	234	Pacific Mutual in New York	140
Life Insurance and Free Coinage	335, 350	Paris Swindle	235
Life Insurance for Women	380	Panics, Effects of, on Life Insurance	407
Life Offices in San Francisco Twenty-five Years Ago	392	Penn Mutual	127, 139, 186, 247
Life Underwriters Association of San Francisco	451, 563	People's Life	540
Liability Conference	452	Phinney Case	22, 503
Lloyds Plate Glass Ins. Co.	54, 305	Policies Should Begin at Noon	87
Los Angeles Mutual Life and Accident Ins. Co.	20	Premium Rates, New Uniform	5
Lying Endorsements	331	Preferred Accident Ins. Co.	140
Many Months' Decisions	536	Provident Savings Life Assurance Society	240
Massachusetts Benefit	11, 143, 495	Railway Accident Ticket Agents	166
Manhattan Life Ins. Co.	94, 141	Reserve Funds Unreliable	535
Massachusetts Mutual Life Ins. Co.	136	Resisted Death Claims	91
McWhirter Case	140	Retaliation in New York	101
McCall on Free Silver	445	Rebating Raises the Cost	377
McDearmon's Letter	468	Rebating, Durfee on	444
Miscellaneous American Insurance Premiums	505	Read Your Policy	446
Mortality Cost Table, Groups of Years	90	Reserve Fund is no Protection	466
Monster Holmes Hanged	211	Roman Catholics and Fraternal Insurance	103
Modern Woodmen	94, 343	Royal Arcanum	333, 486
Mutual Reserve Fund	10, 17, 175	San Francisco Life Underwriters Association	30
Mutual Life Ins. Co. of New York	104	Santa Clara Co. Mutual Ins. Association	86
Mutual Benefit Life Ins. Co.	182, 507	Sanderson, Judge	113
Mutual Aid is not Other Insurance	189	Samuel, L., Manager	140
Mutual Reserve Fund Life Association. 192, 324, 410		Southern Tier Masonic Relief Association	502
National Fraternal Congress	562	Standard Life and Accident	166
National Surety Co.	69, 136	Stevens, Benj. F.	167
National Life Ins. Co. of Vermont	102, 257	St. Louis Life Agent Defends Repudiation	467
National Association of Life Underwriters	466	Statutory Notice	503
New England Mutual Life Ins. Co.	100	Surrender Charge	229
New Zealand Government Life Insurance	122	Suicides	295, 355
New England Burglary Ins. Co.	133	Tabulated Results in United States	243
New York Life Ins. Co.	181	Taxation, Unfair	464
New England Mutual and Herres Case	484	Total Abstainers, Death Loss of	89
New Point in Life Insurance	561	Todhunter Case	207
Ninety Days Clause in Accident Insurance	170	Too Fresh	379
Northwestern Mutual Life Ins. Co.	143, 230	Travelers Ins. Co.	86
Non-Advertisers are Illiberal	176	Triumph of Sound Money	514
Northwestern Life Assurance Co.	289	Twisting in California	49
Nunnery Insurance	419	Union Central Life Ins. Co.	85
"Nylie" Plan of Compensation	6	United Brethern Mutual Aid Society Fails	101
Old Age Pensions	548	Union Mutual Life Ins. Co.	169, 342
Oldest Life Insurance Society in the World	418	United Life Ins. Association	374
		Union Casualty	442
		Union Medical & Protective	549

United States Casualty Co	487
United States Mutual Assessments . .	486
United States Massonic Benevolent . .	487
War Permits and War Losses	487
Washington Life's New Policy	488
Washington Accident Business	492
What Life Insurance Does	493
Wheelmen's Protective Association . . .	501-506
Wisconsin Odd Fellows Mutual Life . .	502
World's Life Insurance	494

MISCELLANEOUS.

Advertising Bills	433
Bank Failures	417
Belfast Fire Brigade Charges	42
Business Failures	483
California Commissioner's Report	415
Colorado	470
Circumstantial Evidence	544
Crazes in America	353
Criticism and Advertising	341
Cyclone Insurance	280
Death Rate According to Nationality	75
Dignity of a Profession	503
English Libel Law	43
English Justice	43
Free Coinage Folly	335, 350
Hand-in-Hand	545
Higgins Wins	448
Indemnity in Ancient Germanic Days	169
Insurance for Pirates	280
Insurance Officials on Free Silver	375, 436
Insurance Agent Once a Millionaire	441
Killed by a Fly	480
Machinery Insurance	149
Money at Home Argument	455
New San Francisco Charter	449
Pacific West is not Populistic	501
Presidential Campaigns and Business	201
Precious Metals. Statistics of	409
Sale of One-Vigintillionth Part	171
Savings Banks Dividends	555
Sound Money Parades	514
Specific Contract Law in California	414
Stockholders Liability	55
State Insurance Officials	225
State Insurance	310
State Supervision	354
Standard's Souvenir Issue	182
The Magnificent Pacific West	200

The Honest Dollar	487
The Coast Review's Twenty-fifth Anniversary .	487
Uneasy Bankers	487

From Company Papers.

Look at the risk before writing it, and save the company a bad loss, the adjuster a bad fight, and the agency a bad black eye. *Fireman's Fund Record*

In soliciting risks, it is better to name the amount of the premium than to name the rate per cent. seven dollars for a thousand on a dwelling is much easier understood by the average man than a rate of 70 cents. It is also better, where the rate war is on, to get the applicant's figure and then close the bargain, than to give him a figure to peddle around town. *Ibid.*

We have never admitted the right of any person to receive a policy, to hold it for awhile, thus subjecting us to hazard, and then return it to the agent as "not wanted." We have never admitted the right of an agent to deliver a policy and take it back without the earned premium. From these ideas we do not and will not retreat. If our policies are held by anybody, the agent must collect the premium. If he does not we will hold him responsible. Let there be no mistake about this. Notwithstanding all sorts of lax ideas which prevail in our lines of insurance, and in others, as we suppose, we do not intend to do business otherwise than on business principles. *Fidelity & Casualty Bulletin*

Corporations and individuals may be equal before the law, but what a difference afterwards.

Don't use liquids to make yourself solid with your patrons.

Few managers have weak eyes from looking on the bright side of things.

Some insurance men live blameless all their days and some of their nights.

Some underwriters have credit for good judgment when they are only having good luck.

The agent who attends strictly to his own business has a good, steady job.

There is now and then an agent who would be benefited by losing his reputation.—*Now and Then.*

A Louisville adjuster, Percy Sullivan, is charged with counterfeiting, but declares he is innocent.

Items.

Cleveland, O., Nov. 20, \$150,000 loss.

The Magdeburg Fire has deposited \$200,000 with the Massachusetts authorities.

George A. Cox, president of the Western Assurance, British America Assurance and Canada Life Assurance, has been elected to the Dominion senate. The elevation of Mr. Cox gives great satisfaction to business and financial interests in Toronto and elsewhere.

"Ohio is trembling in the balance," "New York is doubtful," "Michigan is surely for us," telegraphed Henry George just before the election. He was a little off, of course; but it strikes us that his words might be paraphrased to describe the fire underwriting situation in Western Union territory. Rates in several large cities are trembling in the balance, many companies are doubtful, and the only sure thing in the near future is taxes.

Health and Prosperity.

[From *The Surveyor*.]

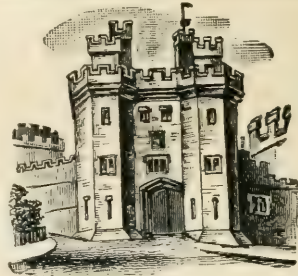
We tender our congratulations to the COAST REVIEW of San Francisco upon the healthy and prosperous attainment of its twenty-fifth birthday. Never was health and prosperity better deserved.

One of California's Institutions.

[From the *Weekly Underwriter*.]

The COAST REVIEW for September celebrates its twenty-fifth anniversary by

reminiscences of insurance in California in 1871 and 1872 and a chronology of insurance events on the Coast since then. Our contemporary has had a useful and prosperous career. It has grown into one of the institutions of California.



For Fire Insurance.

Assets in United States \$2,836,236 28
Net Surplus \$ 568,320 47
Writing Large Lines On Desirable Business.
Applications for Agencies or Information should be addressed

For Eastern and Middle States:

WILLIAM BELL, { Joint Managers.
WILLIAM WOOD. }

WILLIAM M. BALLARD, Branch Sec'y.

21 Nassau St., (Equitable Bldg.), New York.

For Western States:

GEORGE M. FISHER, Manager,
205 La Salle Street, Chicago, Ill.

For Southern States:

FINLEY & JANVIER, Managers,
308 Camp Street, New Orleans, La.

For Pacific Coast:

CHARLES A. LATON, Manager,
439 California Street, San Francisco, Cal.

J. S. WINCHESTER,

ATTORNEY
AND
COUNSELOR AT LAW

Makes a . . .

Specialty of . .

Insurance . .

Law

Correspondence Solicited.
References on Application.

Sherlock Building
PORTLAND, OREGON







